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Trade and Industry

8 June 1979

Weekly news magazine of the Departments of Industry and Trade

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Trade and Industry this week

HOME

Tornado programme to involve 70 000 jobs in Europe

Pre-production Tornado, worth £9 million.

Seventy thousand people in Europe will be involved with the Tornado multi-role combat aircraft programme when production reaches its peak.

The figure was given by British Aerospace chairman Lord Beswick when the first of over 800 production Tornados was rolled out at Warton aerodrome, Lancashire, on Tuesday. The ceremony was attended by defence secretary Francis Pym and respresentatives of the governments, services and industries of the three countries involved in the project – Britain, the Federal Republic of Germany, and Italy.

Lord Beswick said that more than 50 000 people were already working on the programme.

The Panavia Tornado is the first military aircraft to be conceived, designed, developed and manufactured in three countries. Of the 809 aircraft so far planned, 385 are for the Royal Air Force. The Tornado will replace five types of aircraft at present in service with the RAF. The first squadron of Tornados is expected to be flying in 1981.

The British contribution of producing the front and rear fuselage is being carried out at British Aerospace's three Warton division factories in Lancashire. The RB 119 engine has been developed by the three countries, and the British share of engine production is in the hands of Rolls-Royce.

No restriction on oil prices: report

Price Commission reports on investigations into BP Oil and Esso Petroleum, published on Tuesday, make no statutory recommendations for restricting the prices of oil and petroleum products charged by either company.

Minister for Consumer Affairs Sally Oppenheim pointed out that the commission had granted the full amount of the companies' notified increases in the course of its investigations. BP Oil notified its intention to increase prices on a range of oil and petroleum products by a weighted average of 6.902 per cent on 17 January and a further increase of 4.951 per cent was notified on 9 March. The Esso increase of a weighted average of 10.9 per cent was notified on 17 January. By 5 April all the increases had been allowed in full under the Price Commission's discretionary powers.

The government announced on 15 May that a bill would be introduced shortly to abolish the Price Commission although most of its current work would be completed. The order requiring large manufacturers and service firms to pre-notify the commission of intended price increases was revoked with effect from 24 May.

Copies of the reports (available from HMSO price £1.25 each) have been sent to the Secretary of State for Energy who is responsible for government policy on the supply of oil to the UK market.

Reserves up $65m

UK official reserves rose by $65 million in May. Accruals of public sector borrowing under the exchange cover scheme amounted to $78 million and repayments to $316 million. At the end of May the reserves stood at $21,532 million.

Continued rise in investment for 1979

The upward trend in capital investment will continue in 1980 for the distributive and service industries (excluding shipping) but probably not for manufacturing. This is one of the findings of the latest investment intentions survey published by the Department of Industry on 4 June (see page 444).

Following rises in the volume of investment in 1977 and 1978 by manufacturing industry, and in 1976, 1977 and 1978 by the distributive and service industries (except shipping), the survey confirms the results of previous surveys that a further increase in the industries is to be expected in 1979.

Compensation settled for Hawthorn Leslie (Engineers)

Compensation under the Aircraft and Shipbuilding Industries' Act 1977 has now been agreed for the unquoted securities of Hawthorn Leslie (Engineers) Ltd. The unquoted securities for which compensation is payable include, under section 21 of the act, £375,590 of the inter-company debt of Hawthorn Leslie (Engineers) Ltd to its former parent company.

Total compensation is £1.475 million. Payments on account of £400,000 and £150,000 towards this total were announced in January and November 1978.

EUROPE

PM in Paris for informal talks

Prime Minister Margaret Thatcher visited Paris on Tuesday for informal talks with President Giscard d'Estaing. Mrs Thatcher, accompanied by foreign secretary Lord Carrington, met other French ministers over lunch.

In the afternoon, Mrs Thatcher toured a

nuclear fuel enrichment plant at Tricastin in the Rhone Valley.

On her return Mrs Thatcher described her visit as successful and interesting. Energy policy had been one of the main topics, she said. Britain would need to take decisions soon about the long term when North Sea oil was exhausted.

'We must replace North Sea oil by another source of energy. Instead of using the product of North Sea oil to have a consumer boom on imports, we must use it to develop our own alternative industries,' she said.

OVERSEAS

Unctad V ends with little agreement

Secretary of State for Trade John Nott, announced his 'regret' on Monday that it has not been possible to reach agreement on more issues at the fifth United Nations Conference on Trade and Development (Unctad V), which concluded in Manila on Sunday.

'It had been possible, however, to reach a consensus on a number of resolutions, including one condemning the growth of protectionism.' Mr Nott said. Although on a number of other issues, agreement was not possible because the developing countries as a bloc continued to insist on demands which the developed countries, including the UK, did not feel would be in the real interests of either developing or developed countries. These included Unctad supervision of financial and trade issues which properly belong to the IMF and Gatt and of cargo sharing in bulk shipping.

That did not mean that we felt that none of these issues merited further discussion, Mr Nott added. But there were adequate arrangements for such discussion in other international fora directly responsible.

The UK was represented in the closing stages of the conference by Cecil Parkinson, Minister of State for Trade. He had confirmed the government's commitment to the common fund and had indicated its willingness in principle to contribute to the second window of the fund. Mr Parkinson had also reaffirmed the interest the UK had expressed in locating the headquarters of the Common Fund in London, Mr Nott added.

In his final statement on behalf of the UK, Mr Parkinson had expressed a reservation about two resolutions relating to increases in official aid. This reservation was necessary because the UK could not enter into new commitments on aid in anticipation of the outcome of the review of public expenditure plans generally which the government was to undertake. Mr Nott added that UK official aid was already high in relation to the average levels of aid given by developed countries.

Minister attends Caribbean economic meeting

On Tuesday Neil Marten, Minister of State at the Foreign and Commonwealth Office and Minister for Overseas Development, lead the UK delegation to Washington for a meeting of the Caribbean Group for Economic Co-operation.

The group discussed the problems and prospects for individual countries and the region as a whole. Amongst the issues discussed were regional co-operation, export promotion, tourism, agriculture, and energy.

This was the second annual meeting of the group, set up under the auspices of the World Bank.

Mr Marten is due to return on 10 June.

Big push for UK teletext/viewdata at Chicago show

All parties in the British information processing industry – component makers, set makers, systems houses, broadcasters and the Post Office – combined to present a major demonstration of the UK's teletext and Prestel systems at Monday and Tuesday's conference on consumer electronics in Chicago.

American broadcasting authorities and other interested parties were shown the advantages of Britain's uniquely proven systems of tv data transmission. The UK's teletext, broadcast by the BBC and IBA for the past three years, and the Post Office's viewdata are the only systems in the world with live experience behind them.

The Department of Industry has been working closely with the British participants; Philips (UK), Pye, Mullard, V.G. Electronics, BBC, IBA and Post Office. The demonstration was facilitated by North American Philips Corporation.

BOTB publishes smaller project management directory

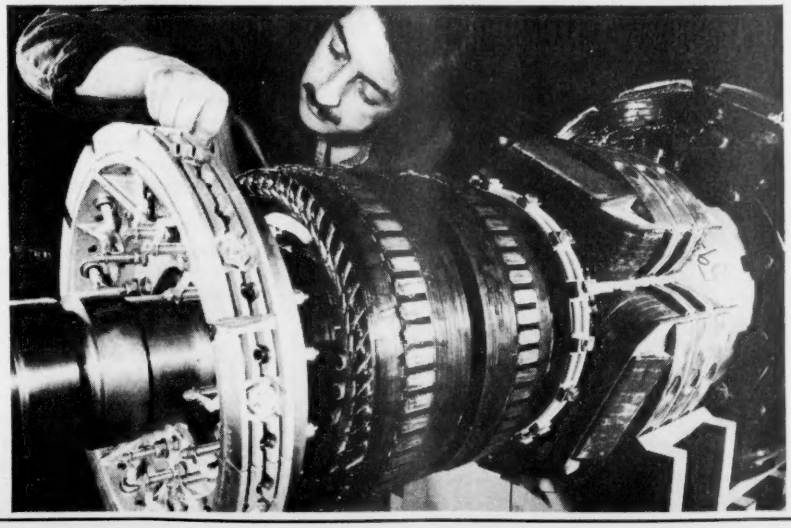
A 'Smaller project management directory', published on Tuesday by the British Overseas Trade Board, is designed to help British firms win more contracts to carry out smaller overseas turnkey projects – those below £10 million.

The directory gives details of some project management companies and consultants who are experienced in negotiating contracts with overseas clients and in co-ordinating the activities of sub-contractors and who are willing to manage smaller projects. The directory will enable British sub-contractors, nursing information about smaller projects on offer overseas in which they wish to participate, to approach a potential project manager and interest him in leading a bid.

British companies have sometimes been frustrated, the BOTB says, in supplying their equipment or services for projects because they do not have the capacity to take the lead with the overseas buyer – and they are unaware of companies and other organisations which will assume this responsibility. The directory provides a solution to this problem. Free copies are available to companies from Mr J. Hopkins, BOTB, Room G16, Export House, 50 Ludgate Hill, London EC4M 7HU or from the nearest BOTB regional office.

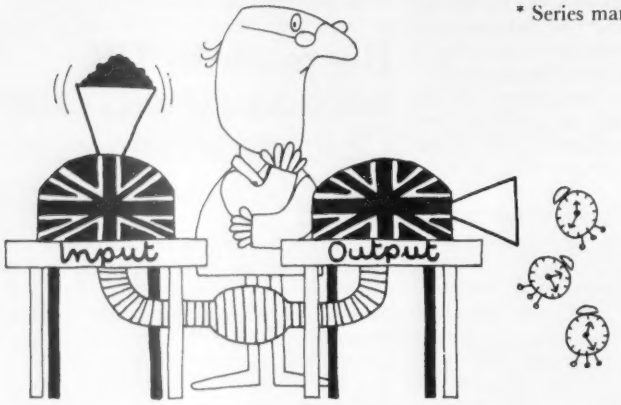
Rotor for HST generators on show at IVA '79

This rotor, of the type supplied to British Rail for the main and auxiliary generators in high speed trains, will be exhibited by Brush Electrical Machines Ltd, at the International Transport and Traffic Exposition IVA '79 which opens today in Hamburg. The electrical unit, called a Rotor 4, is a combined main and auxiliary alternator producing 1480 kW and 313 kW respectively – the main alternator to supply the traction motor, the auxiliary for passenger coach air conditioning and heating equipment. The alternators were designed and manufactured by the company's traction division to British rail's specifications, and in collaboration with their engineers.



Economic indicators at a glance

* Series marked with an asterisk are not seasonally adjusted.



Output

Gross domestic product. The preliminary estimate of gdp, based on output data, for Q1 1979 is 107.3 (at constant prices, with 1975 = 100, and seasonally adjusted). This is around 1 per cent lower than in Q4 1978, largely as a result of adverse weather conditions and industrial disputes, especially in the road haulage industry. These factors particularly affected the output of the construction, manufacturing and transport industries and the distributive trades.

Index of industrial production. Provisional estimates suggest that industrial output continued to recover in March to 111.5 from the depressed level caused by adverse weather conditions and transport disputes in January when the figure was 102.6. The extent of the recovery is difficult to judge because estimates for the first quarter of 1979 are less reliable than usual.

Consumers' expenditure

Consumers' expenditure, on the second preliminary estimate, rose by about 1 per cent in 1979 Q1 despite a 1½ per cent fall in retail sales. The rise was mainly due to a substantial increase in expenditure on fuel and light and an increase in expenditure on motor vehicles both of which are not covered by the retail sales index. In the latest two quarters, expenditure rose by 1 per cent though it was 4½ per cent higher than a year earlier.

Retail sales. The final seasonally adjusted index of the volume of retail sales in April is 115.4 (1971 = 100), rather higher than the provisional estimate of 114½. It confirms that there was a fairly strong recovery in trade from the first quarter level. The increase was strongest in non-food shops.

Prices and costs

Wholesale price index* (provisional) for materials and fuel purchased by manufacturing industry rose sharply by 2¾ per cent in April reflecting the sharp increase in crude oil prices. In the latest three months the index rose by 3¾ per cent and was 8¾ per cent higher than a year earlier. (The index was falling in the latter half of 1977 and in early 1978.) The index for wholesale output prices rose by 1¼ per cent in April, with higher prices for petroleum products. In the latest three months the index rose by 3 per cent and was 9 per cent higher than a year earlier.

Retail prices index* with the seasonal increases in domestic rates, rents and water rates, rose by 1¾ per cent in April. The year-on-year increase in the index continued to edge up from 9.8 per cent last month to 10.1 per cent in April.

Terms of trade. During 1978, export prices rose much faster than those of imports and the terms of trade index rose by almost 4½ per cent between the fourth quarters of 1977 and 1978.

UK competitiveness, measured by normalised unit labour costs, was worse in the first three quarters of 1978 than in the previous year. Much of the improvement experienced during 1976 when sterling was falling has now been eroded.

Investment

Manufacturing industry's volume of fixed investment fell by 4 per cent in 1979 Q1. First quarter figures have dipped for the last few years, interrupting the otherwise steady rise from the trough at the beginning of 1976. In the latest two quarters taken together, the volume was virtually unchanged.

Distributive and service industries' volume of fixed investment (excluding shipping) rose by about 3 per cent in 1979 Q1.

The DoI investment intentions survey carried out in April/May confirms the results of the previous surveys which indicated a further increase in 1979 in the volume of investment by both manufacturing industry and the distributive and service

British tractors for Mexico $14m order

First tractors of an order from Mexico for 2100, worth about some $14 million, leave the production line. International Harvester Company is completing the tractors over the next 12 months for its associate company, International Harvester Mexico, which will distribute the machines through its countrywide network of agents. The model-784 tractors have two-wheel drive and, are powered by four-cylinder engines in the 70-80 hp category. In 1978 International Harvester had a turnover of 300 million US dollars and exported 60 per cent of its production.

industries (excluding shipping). It also supports the previous expectation that the upward trend in investment will continue in 1980 for the distributive and service industries but probably not for manufacturing. The volume of investment by manufacturing, which rose by 7 per cent in 1977 and 8 per cent in 1978, is expected to increase by 2 to 5 per cent in 1979 (against 4 to 8 per cent expected by the December survey), with possibly a slight fall in 1980. Investment by the distributive and service industries (excluding shipping) is expected to rise in 1979 for the fourth consecutive year. The latest information indicates that the outcome is likely to be in the range 5 to 7 per cent, with a further increase of similar magnitude in 1980.

Incomes

Real personal disposable income (RPDI) rose by 1½ per cent in 1978 Q4 giving a large increase of 6½ per cent in 1978 as a whole. The rise in 1978 followed falls in the previous three years.

Average gross earnings.* Average gross earnings (new series) fell back a little in March but when the distorting effects of back-pay are removed there was a further rise from 13¾ per cent in February to 14¼ per cent in March. The latest figures still suggest that earnings have been increasing in this pay round at much the same rate as last year.

Labour

Unemployment (UK excluding school leavers) fell by 20 700 during May to 1 307 000 (5.4 per cent of all employees). There has been a fall of 13 000 in the level since December thus continuing, albeit at a more gentle pace, the fall that began early in 1978.

Unfilled vacancies (mainly for adults) notified to employment offices rose by 12 000 to 257 000 in May, and in the latest three months were 23 per cent higher than a year earlier.

Companies

Gross trading profits of industrial and commercial companies, excluding those engaged in North Sea oil and gas activities and net of stock appreciation, rose by 14 per cent in 1978, much less than in 1977.

Liquidity of the (large) industrial and commercial companies replying to the DoI's company liquidity survey, having fallen appreciably since 1978 Q2, was still 5½ per cent higher at the end of 1978 than a year earlier. For manufacturing companies alone, the level of liquidity at the end of 1978 was about the same as a year earlier, still high by past standards.

Net borrowing requirement of industrial and commercial companies' was much the same in 1978 as in 1977.

Balance of payments

Current account of the balance of payments was in surplus by £398 million in 1978 Q4 and by £254 million in 1978 as a whole, slightly less than in 1977. The deficit on visible trade was £1,175 million in 1978 while the surplus on invisibles was £1,429 million, both figures much smaller than the corresponding ones for 1977. It is estimated that the current account was in balance in January

UK official reserves* rose by $65 million in May. Accruals of public sector borrowing under the exchange cover scheme amounted to $78 million and repayments to $316 million. At the end of May the reserves stood at $21,532 million.

Volume of imports and exports fell sharply in January as a result of the road haulage dispute. The trade figures for the five months to January were distorted by the effects of industrial disputes. Therefore, although the figures show that exports and imports fell by 3½ per cent and 2½ per cent respectively in the three months to January it is judged that the underlying trend in both cases remained upward. (The February and March trade figures are not yet available).

DoT's survey of short-term export prospects, based on replies received from 54 large exporting companies, suggests that the volume of UK exports will increase by 3 to 4 per cent in the first half of 1979 following a similar rise in the second half of 1978. Growth may continue at a similar rate in the third quarter. Respondents are expecting a somewhat faster rate of growth in their export prices during 1979 compared with last year. (The survey was conducted largely during January and February but it is likely that the effects of the industrial disputes are not fully reflected in the forecasts.)

Exchange rate

Effective sterling exchange* rate index rose during the week to 67.4 by the close on Thursday, 31 May (December 1971 = 100).

Exchange rates

The bank note rates of exchange in London on 1 June are given below. Supplied by Thomas Cook Bankers Ltd, the rates are intended as a guide only and are subject to fluctuation. OECD countries are shown in bold.

		You buy at	You sell at
Afghanistan	Afghani	120	160
Andorra	(See France/ Spain)	—	—
Antigua	E. Caribbean dollar	5.40	5.60
Argentina	Peso	2 500	2 800
Australia	**Dollar**	**1.8625**	**1.9225**
Austria	**Schilling**	**28.80**	**30.80**
Bahamas	Dollar	2.08	2.23
Bahrain	Dinar	0.8050	0.84
Barbados	Dollar	3.95	4.28
Belgium	**Franc**	**65.00**	**68.50**
Belize	Dollar	4.20	4.77
Benin	CFA	460	480
Bermuda	Dollar	2.02	2.16
Bolivia	Peso	45	53
Botswana	Pula	1.95	2.15
Brazil	Cruzeiro	55	70
Brunei	Dollar	4.64	4.84
Cameroon	CFA	460	480
Canada	**Dollar**	**2.3850**	**2.4550**
Chile	Peso	71	82
China	Ranimbi Yuan	Refer	Refer
Colombia	Peso	76	90
Costa Rica	Colon	18.50	22
Cyprus	Pound	0.7150	0.7550
Denmark	**Krone**	**11.33**	**11.83**
Dominica	E. Caribbean dollar	5.40	5.60
Ecuador	Sucre	55	66
Egypt	Pound	1.53	1.65
Eire	**Pound**	**1.0250**	**1.0650**
Fiji	Dollar	1.77	1.85
Finland	**Markka**	**8.22**	**8.57**
France	**Franc**	**9.05**	**9.45**
Germany, FR of	**Deutschmark**	**3.92**	**4.14**
Gibraltar	Pound	1.00	1.05
Greece	**Drachma**	**74.50**	**79.50**
Grenada	E. Caribbean dollar	5.40	5.60
Guyana	Dollar	9.25	Refer
Hong Kong	Dollar	10.30	10.73
Iceland	**Krona**	**770**	**800**
Indonesia	Rupiah	1 300	1 550
Iran	Rial	210	Refer
Iraq	Dinar	0.76	0.82
Israel	Pound	44	50
Italy (20 000 and smaller)	**Lira**	**1 730**	**1 815**
Japan	**Yen**	**460**	**485**
Jordan	Dinar	0.63	0.67
Korea	Won	1 250	1 550
Kuwait	Dinar	0.58	0.61
Lebanon	Livre	7.00	7.50
Liberia (see USA)		—	—
Libya	Dinar	1.05	1.35
Luxembourg (see Belgium)	**Franc**	—	—
Madeira (see Portugal)	Escudo	—	—
Malaysia	Dollar	4.62	4.84
Malta	Pound	0.73	0.76
Mauritius	Rupee	11.88	13.75
Mexico	Peso	42	50
Monaco (see France)	Franc	—	—
Netherlands	**Guilder**	**4.30**	**4.51**
New Zealand	**Dollar**	**1.93**	**2.02**
Nigeria	Naira	2.35	Refer
Norway	**Krone**	**10.64**	**11.09**
Oman	Rial	0.72	0.7650
Pakistan	Rupee	21	29
Peru	Sol.	440	540
Philippines	Piso	15	18
Portugal	**Escudo**	**97.75**	**102.75**
Qatar	Rial	7.89	8.24
Saudi Arabia	Rial	7.07	7.43
Seychelles	Rupee	12.77	13.25
Sierra Leone	Leone	2.25	2.50
Singapore	Dollar	4.50	4.69
South Africa	Rand	2.04	2.24
Spain	**Peseta**	**134.25**	**141.25**
Sweden	**Krona**	**9.00**	**9.40**
Switzerland	**Franc**	**3.55**	**3.77**
Syria	Pound	8.50	9.50
Taiwan	Dollar	90	101
Thailand	Baht	39	46
Trinidad and Tobago	Dollar	5.30	6.40
Turkey	**Lira**	**85**	**89**
Uganda	Shilling	Refer	Refer
United Arab Emirates	Dirham	7.98	8.33
USA	**Dollar**	**2.07**	**2.13**
Venezuela	Bolivar	8.80	9.70
Yemen Arab Republic	Rial	13	16
Yugoslavia	Dinar	40.75	42.75
Zambia	Kwacha	6.00	Refer

Where more than one rate applies to a currency, the rate given is that for small denomination notes.

Finance

Public sector borrowing requirement (PSBR) fell to £2.6 billion in the fourth quarter of the financial year 1978-79. The PSBR for the full financial year amounted to £9.2 billion.

Domestic credit expansion was fairly large in April at £0.8 billion. The central government borrowing requirement was exceptionally large and though sales of government debt – including part payments on stocks issued in the previous month – were quite substantial, they were not enough to offset this entirely. Bank lending to the private sector continued at a high rate but was lower than in recent months.

Sterling M3 rose by £0.7 billion (1½ per cent) a little less than DCE despite a further large rise in the reserves. In the six months since mid-October £M3 has risen by about 6¼ per cent (12¾ per cent at an annual rate). The increase during the year from mid-April 1978 to mid-April 1979 (before applying seasonal adjustments) was about 10½ per cent.

Bank of England minimum lending rate (MLR) – 12 per cent, effective from 5 April.

More information

For a backrun of figures for some of these indicators see 'The economy: selected indicators', page 443. Inquiries on any of these indicators should be addressed to Economics and Statistics Division 4B, Departments of Industry and Trade, Room 173, 1 Victoria Street, London SW1H 0ET, tel. 01-215 3453.

Home news

Shipbuilding redundancy payments scheme extended

The shipbuilding redundancy payments scheme to be extended for a further two years from 30 June – the date on which the present scheme is due to expire. This was announced on 4 June by Adam Butler, Minister of State, Department of Industry, and Hugh Rossi, Minister of State, Northern Ireland Office.

The government also intends to increase the upper limit on earnings used in calculating payments under the scheme from £100 per week to £110 per week with effect from 1 February 1979. This is to keep the limit in line with that applying under the general redundancy payment provisions of the Employment Protection (Consolidation) Act 1978 which was similarly increased with effect from 1 February 1979.

These changes are proposed for both the scheme for Great Britain, which applies to employees of British Shipbuilders, and the parallel scheme for Northern Ireland, which applies to employees of Harland and Wolff. The necessary draft orders under the Shipbuilding (Redundancy Payments) Act 1978 will be laid before parliament shortly.

Further compensation for Scottish Aviation

A further payment on account of £1.05 million in respect of compensation for Scottish Aviation has been authorised by the government. This brings the total payment on account made in respect of this company to £2.1 million.

Payment follows an announcement by the previous government that further payments on account would be made in cases referred to arbitration on base value at the stage when the parties had submitted their statements of case and answer to the tribunal. Payments on account are satisfied by the issue of government stock.

New chairman for British Airways appointed

Ross Stainton has been appointed by trade secretary John Nott as chairman of British Airways board. He succeeds Sir Frank McFadzean, chairman since January 1976, who indicated some time ago his desire to retire for personal reasons.

Mr Stainton was appointed deputy chairman in December 1976 and took on the additional responsibility of chief executive when Sir Frank became part-time chairman in December 1977 on medical advice. Mr Stainton was to have retired at the end of May but has agreed to serve as chairman until December 1980 when Sir Frank's appointment was due to expire.

Kenneth Wilkinson, former director of engineering, has become deputy chairman. He was appointed to the board in April 1976 having previously been a vice-chairman of Rolls-Royce (1971) Ltd and also a former chairman of British European Airways and a founder member of the British Airways board. His appointment is until December 1980.

British Airways board has appointed Roy Watts as chief executive. Mr Watts, who was already a member of the board, was chief executive of the European division and director of commercial operations, and was the last chairman of British European Airways.

Record profits for air travel organisers in 1978

Britain's top 30 air travel organisers in 1978 made a record overall profit of £34.4 million (up 335 per cent) on a turnover of £530.7 million (up 49 per cent), which was also a record.

An analysis by the Civil Aviation Authority of the accounts of its 30 largest air travel organisers' licence holders shows that the record profit of £34.4 million was 6.5 per cent of turnover. This not only represents a substantial and healthy improvement on the figure of 2.2 per cent for 1977, but also reverses the disappointing trend of the previous three years when net results declined from 4.6 per cent to 2.2 per cent.

Only two of the top 30 air travel organisers made losses in 1978 (£0.7 million).

The full results are:

£ MILLION

Year	Turnover	Profits	(Losses)	Net Results	Net results as % of Turnover
1972	206.0	1.9	(10.8)	(8.9)	(4.3)
1973	245.5	2.5	(2.9)	(0.4)	(0.2)
1974	226.7	1.8	(4.8)	(3.0)	(1.3
1975	278.3	13.7	(0.8)	12.9	4.6
1976	326.1	12.8	(1.1)	11.7	3.6
1977	355.3	10.0	(2.1)	7.9	2.2
1978	530.7	35.1	(0.7)	34.4	6.5

Fall in skateboard accidents

The number of recorded skateboard accidents declined during the summer of 1978, 67 accidents being recorded in July and 73 in August compared with 109 in March.

'Stands to reason . . . .'

Figures are given in a report by the Department of Trade on information collected in a special study of skateboard accidents.

Over a period of seven months the home accident surveillance system of the then Department of Prices and Consumer Protection was extended to include all skateboard accidents irrespective of where they occurred. A total of 621 such accidents were recorded by 18 hospitals participating in the system.

The home accident surveillance system collects, stores and analyses information about accidents which occur in and around the home. The information is recorded on a 24-hour basis at 20 statistically selected hospitals in England and Wales.

Copies of the report are available on request, free of charge, from the Consumer Safety Unit, Room 1930, Department of Trade, Millbank Tower, Millbank, London SW1P 4QU.

Hotpoint gives resale price undertakings

The High Court has accepted an undertaking by Hotpoint Ltd to supply its electrical appliances to Comet Radiovision Services Ltd on terms not significantly less favourable than those normally applied by Hotpoint. Gordon Borrie, Director General of Fair Trading said that the completion of the proceedings was 'a salutary reminder to manufacturers and suppliers that under the Resale Prices Act it is

PUBLIC AUCTION SALE

BRISTOL

A public auction sale of surplus government furniture and equipment has been arranged at the DOE PSA Supplies Store, Bay 5, Ashton Vale Road, Bristol, Avon BS3 2HJ.
The sale will commence at 10.00 hours on the 13th June and viewing will be allowed from 10.00 to 16.00 hours on the day previous.

The auctioneers are Messrs. Stanley, Alder and Price, 7 St. Stephens Street, Bristol, Avon BS1 1EG, telephone 0272 299151 and catalogues will be available directly from them, price 15p.

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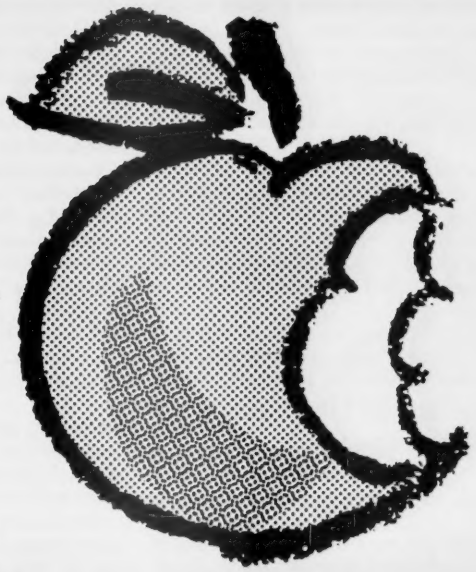

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For literature, return the coupon to R. W. Howlett, General Manager, Cwmbran Development Corporation, Cwmbran, Gwent NP44 1XZ. Or telephone Cwmbran 67777.

Cwmbran

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Address _____

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(TI 17)

unlawful for them to attempt to impose minimum resale prices on retailers, or to withhold supplies from retailers simply because they are offering goods to the public at prices less than the manufacturer or supplier would like'.

In a separate, out-of-court undertaking to the director general, Hotpoint has promised that it will not in future breach the Resale Prices Act, in respect of any retailer, by notifying dealers of prices understood to be the minimum price which may be charged, or by including in any contract or agreement terms or conditions laying down minimum resale prices.

Hotpoint and Comet jointly met the director general's costs in bringing the case to court.

Financing of the film industry reported

The interim action committee on the film dustry has submitted its second report, covering the financing of the British film industry, to trade secretary John Nott. The report includes sections on the background to the financing of British films, state support for film production (ie the British film fund or the Eady levy), and the effect of taxation on the film industry. The report, will be published as a command paper in mid-June.

Simplified customs procedures for pleasure craft from 1 July

Customs regulations and commissioners' directions on the movement of pleasure craft to and from foreign countries were laid before parliament on 31 May and will, subject to approval, come into effect on 1 July.

The new procedures will apply throughout the United Kingdom and the Isle of Man. Compliance with the system will reduce or eliminate delays in customs clearance.

The new outwards procedure require yachtsmen to give notice of their intended departure abroad by presenting the completed part I of form C1328 to the customs office nearest to the place of departure.

The inwards procedure requires yachts to fly the the yellow 'Q' flag on entry into UK territorial waters, yachtsmen to complete parts II and III of form C1328 and notify customs of arrival, either in person or by telephone.

If the vessel is not visited by a customs officer within two hours after giving notice and provided that certain conditions are fulfilled (for example no animals and birds, including domestic pets, prohibited or restricted goods, or non-patrials are carried on board, no goods in excess of personal duty-free allowances are held, duty and VAT is not payable on the vessel and a notice of intended departure has been given to Customs) clearance is automatically granted by delivering part III of Form 1328, either in person or by post, to customs at the place of entry into the United Kingdom. If these conditions cannot be met the yacht must be cleared by a customs officer, who will board the vessel.

The new procedures will enable customs officers to operate more effective controls for the prevention of smuggling, illegal immigration and the introduction of rabies into the United Kingdom. Customs mobile task forces and patrol vessels will reinforce these control The interim action committee on the film incentres and the more remote creeks and rivers.

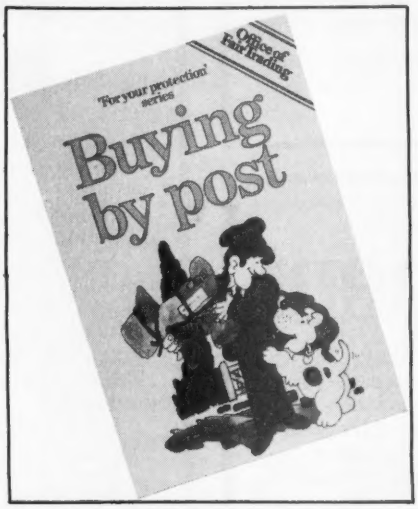
The statutory requirement to obtain a small craft licence for chartered or hired pleasure craft going abroad is to be revoked on the introduction of the new procedures.

'Buying by post': new OFT leaflet published

'Buying by post,' an eight-page leaflet, has been published by the Office of Fair Trading for distribution to consumers.

The leaflet explains schemes to protect consumers in three areas of mail order shopping: buying from a catalogue; buying books and records from advertisements or brochures (including books and record club advertisements); and buying from the 'postal bargain' columns of newspapers and magazines.

The schemes were drawn up by trade associations in consultation with the Office of



Fair Trading and add to the protection already given to some mail order shoppers by the British Code of Advertising Practice.

'Buying by post' gives some rules for avoiding postal shopping problems, outlines a four-step complaints procedure, and tells shoppers about their legal rights. It is available free from local authority trading standards departments-citizens advice bureaux, consumer advice centres, many public libraries or from the Office of Fair Trading.

Energy saving in glass industry seminar

'Energy saving in the glass industry' is the theme of a one-day seminar to be held on 20 June in Sheffield.

Main objective of the seminar is to show what can be achieved in practice towards the more efficient use of energy. It is being organised by the British Glass Industry Research Association for the Department of Industry and is one of a series forming part of the department's campaign to encourage the better use of energy in manufacturing industry.

Low capital cost energy conservation; energy conservation in furnaces; operation of waste heat boilers and government assistance in energy conservation will be among the topics discussed. The seminar will also provide an opportunity for the exchange of ideas and information between various levels of management and all those concerned with the efficient use of energy in industry. Findings of the industrial energy thrift scheme and the energy audit studies will be presented.

The seminar will be of interest to energy managers, production managers and senior technical engineers, together with equipment manufacturers, trade associations and all who can make a practical contribution to the more effective use of energy in UK industry. Further details of the programme and application forms may be obtained from: Mr G. Perry. The British Glass Industry Research Association, Northumberland Road, Sheffield S10 2UA, tel. Sheffield (0742) 686201.

New appointments

British shipbuilders. John Wright and John Steele have accepted invitations to become part-time members of the board of British Shipbuilders for one year, Secretary of State for Industry Sir Keith Joseph announced on 1 June. Both hold senior positions with British Shipbuilders' subsidiaries and their appointment is in accordance with a continuation of a policy of bringing on to the board in rotation senior executives from the subsidiary companies with long experience of the industry. In accordance with this policy Ross Belch will be retiring from the board as will Tom McIver.

Air Transport Users' Committee The Civil Aviation Authority has appointed Professor Alan Day as chairman-designate of the committee, the air travellers' consumer watchdog. He will succeed Sir Archibald Hope as full chairman on 1 October 1979. Professor Day, professor of economics at the London School of Economics, was formerly a board member of the British Airports Authority and an economic adviser to the Department of Trade and later to the Civil Aviation Authority. He has been a member of the AUC since 1 October 1978.

The Civil Aviation Authority has also appointed Dr Lisa Jardine, Dr Richard Learner, and Gavin Lyall as new members of the committee. More new members will be appointed later in the year to take the place of those members who are retiring. Over 400 applications for membership have been received as a result of the recent advertising campaign.

Airworthiness Requirements Board The Civil Aviation Authority has appointed Dr Stephen Bragg, vice-chancellor and principal of Brunel University, Austin Pope, director, Dunlop aviation division, and Ernest Eltis, new projects director, Rolls-Royce aero division, to be members of the Airworthiness Requirements Board. Mr J. E. Pateman and

Dr W. J. Strang have been re-appointed members of the board.

Office of Fair Trading Director General of Fair Trading Gordon Borrie has announced the appointment of Timothy Pratt as director of the Office of Fair Trading's legal division in succession to John Bailey, and Brian Nixon, who is taking over from Jim Humble as assistant director of the office's consumer affairs division. Timothy Pratt has come to OFT from the Department of Trade where he was an assistant solicitor. Brian Nixon joins OFT from the Department of Industry where he was an assistant secretary. John Bailey has returned to the Treasury Solicitor's Department as deputy treasury solicitor. Jim Humble is now director of the Metrication Board.

Parliamentary private secretary John Nott, Secretary of State for Trade, has appointed David Hunt (Wirral) as his parliamentary private secretary.

DoI advance factories

Northern region
Work has started on a number of advance factories in the northern region being built by the Industrial Estates Corporation for the Department of Industry.

Pennywell
Work has started on an advance factory of 900 m² for the Department of Industry at Pennywell industrial estate, Sunderland. The factory is of the terrace unit type and is divisible into two individual units of 450 m² (5000 sq ft) each. The premises should be ready for occupation in September 1979.

Two factories of 450 m² are being built at Brampton, Cumbria. One is of the terrace unit type and is divisible into two units of 225 m² each. The premises should be ready for occupation in January 1980.

An advance factory of 900 m² at Lillyhall, Workington, is also of the terrace unit type and is divisible into three units of 300 m² each. The premises should be ready for occupation in November 1979.

A factory of 450 m² at Belford, Northumberland, also of the terrace unit type, is divisible into two units of 225 m² each. It should be ready for occupation in October.

Inquiries about purchase or lease: Regional Director, Department of Industry, Northern Region, Stanegate House, Groat Market, Newcastle upon Tyne NE1 1YN, tel. 0632 24722.

Telephone bill delay

Industrial action by Post Office computer staff has temporarily halted the preparation of telephone bills. Most customers will not receive their quarterly bill at the usual time, but after the dispute they will be faced with bills covering periods of more than one quarter.. Customs can prepare for the change by setting aside money in the form of £1 telephone stamps which can be bought from post offices.

Dangerous radio/record players from Taiwan

Some mains or battery operated radio/record players imported from Taiwan have live terminals inside the battery compartment that can easily be touched and therefore present a substantial risk of electrocution.

The product is marked 'SHAUN radiophono model: A-109A'. These radio/record players have a transparent plastic cover over the record deck and a white plastic case on top of a red plastic base housing the radio.

Members of the public who have purchased one of these appliances either should have the equipment put right by a reputable electrician or cut off the mains supply cable inside the battery compartment after unplugging the appliance and to use it only with batteries.

Government sales

20 and 21 June 1979–Miscellaneous

Location
Post House Hotel, Herbert Walker Avenue, Southampton

Auctioneer
Austin and Wyatt (Dept L), 79 High Street, Fareham,Hants (0329 234211)

Items lying at Farnborough, Liphook and Southampton comprising aluminium, gearboxes, generating sets, portable, hand and power tools, photographic equipment, scaffolding, tyres, machine tools, fork lift trucks, vehicles, jerricans, furniture, clothing and many other lots.

27 June 1979–Miscellaneous

Location
The Astoria, Roundhay Road, Leeds 8

Auctioneer
Bartle and Son (Dept L), 1a Bridge Street, Tadcaster, N. Yorks (0937 835303)

Stores lying in Yorkshire and Lincolnshire including machine tools, motor spares, vehicles, tyres, garage and workshop equipment, wireless spares, householdware, office, camping and gardening equipment. Clothing, house and office furniture, and many other items.

Catalogues, which give details of the lots, conditions of sale, viewing times etc, are available from the auctioneers from two weeks before and up to the day of sale, price 40p, postage 15p.

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Edward Burke 1792

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For further details contact:

David Heard, A.R.I.C.S., A.R.V.A.,
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Gifford House, Basildon, Essex SS13 2EX.
Telephone: Basildon (0268) 553261.
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BASILDON MEANS BUSINESS

New publications

Pharmaceutical exports up

Last year, the UK's balance of pharmaceutical trade rose 19.1 per cent to £453.6 million and exports amounted to £654.5 million – an 18 per cent increase – according to a report published by Inter Company Comparisons.

Following broadly the lines of other reports in the series (see *Trade and Industry*, 12 August 1977, page 275), it analyses and compares the performance of 98 leading companies in the pharmaceutical industry for the three-year period which ended in April 1978. The report contains financial data and business ratios, all presented in tabular form. Information is given on exports, profit per employee, and growth rates, as well as the more usual information on sales, profits and return on capital.

The data is divided into six individual subsectors according to country of origin, and an attached supplement shows in summary form what has happened to each of them for a whole series of ratios. The method highlights an interesting anomaly – profit margins, except in 1977-78, are much higher for independent British companies than for United States subsidiaries and yet the latter's rates of return on capital are higher than independent British companies. The general conclusion is that the United States subsidiaries achieved a much higher sales-to-capital ratio than did the UK independents, but that the British companies operate on much higher product margins.

ICC Business Ratio Report: Pharmaceutical manufacturers: an industry sector analysis. Inter Company Comparisons Ltd, 81 City Road, London EC1Y 1BD. 7th edition. 1979. Ringbound £55.00.

To lend or not to lend

Management accounting has been defined as the application of accounting techniques to provide information designed to assist all levels of management in planning and controlling the activities of a firm. And no one would deny that accurate and up-to-date information is essential in the assessment of a company's potential. The lending bank for example must have such information when making up his mind whether or not to lend to a prospective company client.

In a recent book, published by the Institute of Bankers, Michael Pitcher, himself a senior bank manager, concludes that a combination of the more traditional skills of credit analysis with the techniques of management accounting would facilitate the banker's decision-making process. It would seem that there are others in the banking world who may well agree with him: his views were first aired in a series of articles (in the Institute's journal) and the interest generated has encouraged him to extend and consolidate his opinions.

With the aid of practical examples the author has thoroughly investigated the principles of management accounting from the point of view of the lending banker. His easy style of writing, complementing a well-constructed argument, illustrated by charts, diagrams and plentiful references to additional sources ensure this book will also prove useful to the banker, to the bank's clients and to those working for banking examinations.

Management accounting for the lending banker, by M. A. Pitcher. Institute of Bankers, 10 Lombard Street, London EC3V 9AS. 1979. viii, 165 pages; hardback £6.75. (ISBN 0 85297 050 1); paperback £4.50. (ISBN 0 85297 047 1).

Energy and the environment

Recent recognition of the importance of energy developments for environmental issues and vice versa has stimulated demand for an up-to-date guide to the wide ranging sources of information now available on this topic. In response to this growing interest the Department of Environment's library service has published a new guide in its 'information series'. Aiming 'to look comprehensively at the whole range of energy responsibilities and interests in the UK, but giving particular emphasis whenever possible to environmental concerns', the guide should provide valuable information on both published sources and on the many organisations active in this area.

The bulk of the directory consists of the names and addresses of organisations with an interest in the subject, from research and development bodies to pressure groups, in this country and overseas, governmental and non-governmental. Full details are included of their aims and interests, together with a list of publications produced by them. Other sources of information are also listed including journals, bibliographies and statistical series.

For anyone seeking information in the energy field, this guide should prove an invaluable aid at a most reasonable cost.

Energy: sources of information on energy with particular reference to the environment, compiled by Claire M. Lambert in collaboration with Charmian Larke. Headquarters Library, Department of the Environment and Transport, 2 Marsham Street, London SW1 3EB. 1979. iv, 117 pages; paperback. £1.80 (plus 15p postage) (ISBN 0 7184 0164 6).

Taking the heat out of the multinational

Over the last few years 'multinational' has become a heavily-charged word on the world economic scene. The authors of 'The strategy of multinational enterprise' have avoided emotional debate and adopted an analytic approach to the subject, concentrating on the structure and policy mechanisms of a number of companies. The information has been gathered in interviews over a period of 15 years.

Their definition of a multinational company is one which performs its operations in at least two countries, and, beginning with an examination of the structural relations between the head office and the overseas subsidiary, they identify at least four patterns of relationship. Problems of control and communication are dealt with at length including the tricky balance between local autonomy and adequate

Hong Kong ferries' hovercraft completes trials

Undergoing high-speed sea trials is the last of four new hovercraft ordered from Hovermarine International Ltd by the Hong Kong Yaumati Ferry Company. Their fourth purchase, Yaumati now has a fleet of ten series 200 craft from Hovermarine operating in-harbour services and routes between Hong Kong and mainland China.

Publications and opinions expressed on this page do not necessarily reflect the views of the government. Inquiries and submissions for review should be sent to *Trade and Industry*, New Publications Page, Room LG 17A, 1 Victoria Street, London SW1H 0ET, tel. 01-215 4136.

head office supervision. They conclude from the examples studied that the prevailing tendency is one of centralisation – a process made easier by modern methods of communication and data processing. The first part ends with a chapter on personalities, giving extended consideration to the problems of the expatriate and to the thorny questions of pay and status.

The second part is devoted to policy, examining the reasons which prompt a company to establish foreign operations and determine the choice of country. Advantages and disadvantages of the different forms of ownership – from total ownership to joint venture – are considered and a final chapter attempts to summarise the findings and indicate probable future trends.

An appendix outlines the research process then notes and a bibliography round off a useful work. This is a second edition an an earlier publication which the authors describe as virtually a new book although the chapter headings are similar.

The strategy of multinational enterprise, by Michael Z. Brooke and H. Lee Remmers. 2nd edition. Pitman, 1978. xiv, 278 pages. £9.50 (ISBN 0 273 01178 2).

Who's who in Egypt and Greece

In January this year, the Building Materials Export Group (BMEG) organised a sales mission to Egypt and Greece. The visit came at an opportune time – with Egypt committed to a more liberal overseas trading policy and Greece's entry to the EEC. The report of the mission has just been made available to non-BMEG members, offering a useful account of the two markets and the possible pitfalls.

The stay in Egypt was for a longer period than that in Greece and this is reflected in the amount of detail provided. Of particular interest are the substantial lists of commercially useful organisations, both public and private, with full details of addresses and telephone numbers and names of individual contacts – invaluable in an area where personal contacts are important.

For Egypt there are also separate lists of consultants and current building projects. Although not so much detail is provided for Greece, the names of specific contacts are included.

The report is written by those familiar with the construction industry but it should be of interest to anyone contemplating business in this region.

British building materials sales mission to Egypt and Greece. Building Materials Export Group, 26 Store Street, London WC1E 7BT. 1979. 83 pages; ringbound £10.00 (including postage).

Publications '78

An annual list of documents issued during 1978 by the Departments of Industry, Trade, Prices and Consumer Protection, Energy, the Office of Fair Trading, the Monopolies and Mergers Commission and the Price Commission, and not available from HMSO, has now been published. Copies may be obtained free of charge from the Department of Trade Library, Room LG 30, 1 Victoria Street, London SW1H 0ET.

Departmental publications not sold through HMSO

This list includes material issued by the Departments of Industry, Trade, and Energy; the Monopolies and Mergers Commission; the Office of Fair Trading, and the Price Commission which was notified to the compiler during May 1979.

Department of Industry

Cadcentre. 1979. 1 folded sheet.
Computer Aided Design Centre, Madingley Road, Cambridge CB3 0HB.

Chemical equipment, electrical engineering and process plant division

Guides to practice in corrosion control 2: Corrosion of metals by wood. 1979. 12 pages.
Department of Industry, Chemical Equipment, Electrical Engineering and Process Plant Division, Room 548, Ashdown House, 123 Victoria Street, London SW1E 6RB.

North-west regional office

Business perspective: north-west England. [1979] 1 folded sheet. Department of Industry, North West Regional Office, Industrial Development Branch, Room 918, Sunley Buildings, Piccadilly Plaza, Manchester M1 4BA.

Research and technology requirements and perspectives division

Industrial energy thrift scheme. Report no 6: Energy use in the spinning and doubling (cotton system) sector. A report prepared by the Shirley Institute for the Department of Industry. 1979. 31 pages.
Department of Industry, Ashdown House Library, 123 Victoria Street, London SW1E 6RB.

Research and technology requirements and space division

Remote sensing of earth resources: list of UK groups and individuals engaged in remote sensing with a brief account of their activities and facilities. 1979 (4th edition). 339 pages. £10.50.
Department of Industry, Technology Reports Centre, Station Square House, St Mary Cray, Orpington, Kent BR5 3RF.

Technology reports centre

R & D abstracts. Vol. 39, no 6, 15 March 1979.
R & D abstracts. Vol. 39, no 7, 1 April 1979.
Available on annual subscription of £48 from: Department of Industry, Technology Reports Centre, Station Square House, St Mary Cray, Orpington, Kent BR5 3RF; free to government departments and certain other official bodies.

Department of Trade

Accidents investigation branch

AIB bulletin. No 4/79. 27 April 1979. 10 pages.
AIB bulletin. No 5/79. 23 May 1979. 15 pages.
Department of Trade, Accidents Investigation Branch, Room 401, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ.

British Overseas Trade Board

Foreign languages for overseas trade: a report by the BOTB Study Group on Foreign Languages. 1979. 28 pages.
Department of Trade, Export Development Division, Room 220, 1 Victoria Street, London SW1H 0ET.

Hints to exporters series (price £1 + 20p p&p each):
Argentina. 1979/80. 56 pages.
Colombia. 1979/80. 52 pages.
The Federal Republic of Germany and West Berlin. 1979/80. 84 pages.
Indonesia. 1979/80. 44 pages.
Italy. 1979/80. 56 pages.
New Zealand. 1979/80. 56 pages.
Panama. 1979/80. 52 pages.
Available in the UK only, from: BOTB, Publications Sales Unit, Export House, 50 Ludgate Hill, London EC4M 7HU.

Outward missions. 1979 (amended reprint). 1 folded sheet.
Publicity for exports. 1979 (amended reprint). 1 folded sheet.
Department of Trade, British Overseas Trade Board, Publicity Unit, Room 019, Hillgate House, 26 Old Bailey, London EC4M 7HU.

South-east Asia trade advisory group

Seatag bulletin, no 9. April 1979. 31 pages.
BOTB, South-east Asia Trade Advisory Group Secretariat, Room 334, 1 Victoria Street, London SW1H 0ET.

Civil aviation policy division

Study Group on South-east Airports. **Progress report on the selection of sites for a third London airport.** 1979. [11 pages].
Department of Trade, Civil Aviation Policy Division, Branch 4A, Room 605, 1 Victoria Street, London SW1H 0ET.

Departments of Industry and Trade

Common Services

Libraries

Publications '78: a list of documents issued by the Departments of Industry, Trade, Prices and Consumer Protection, Energy, the Office of Fair Trading, the Monopolies and Mergers Commission, and the Price Commission [during 1978] and not available from HMSO. Compiled by Anne Watson. 1979. 89 pages.
Department of Trade Library, Room LG30, 1 Victoria Street, London SW1H 0ET.

Department of Energy library

Coal production and the environment: general environmental effects. A select bibliography compiled by A. E. Cunningham. 1979. 1 folded sheet.
Direct effects of coal production on land use: a select bibliography, compiled by A. E. Cunningham. 1979. 7 pages.
Single copies only, available from: Department of Energy Library, Room 1020, Thames House South, Millbank, London SW1P 4QJ.

Statistics and market intelligence library

The Irish Republic. (Sources of statistics and market information – 11.) Compiled by Wendy Fiander. 1979. 21 pages.
Department of Trade, Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU.

Department of Energy

Development of large wind turbine generators: a design feasibility and cost study undertaken by a group consisting of: British Aerospace Dynamics Group, Cleveland Bridge and Engineering Co Ltd, Electrical Research Association Ltd, North of Scotland Hydro-Electric Board, South of Scotland Electricity Board and Taylor Woodrow Construction Ltd. (WPG 79/3) 1979. 20 pages.
Energy audit series no 4: Bulk refractories industry. (Issued jointly by the Department of Energy and Department of Industry.) 1978. vi, 62 pages.
Department of Energy Library, Room 1020, Thames House South, Millbank, London SW1P 4QJ.

Energy management. April 1979. 8 pages.
Department of Energy, Energy Management, Room 1395, Thames House South, Millbank, London SW1P 4QJ.

Office of Fair Trading

Consumer credit division

Consumer credit bulletin. Weekly.
Available on annual subscription of £45 from: Office of Fair Trading, Consumer Credit Licensing Branch, Room 407/11, Government Buildings, Bromyard Avenue, Acton, London W3 7BB.

The Consumer credit register. 1979. 1 folded sheet.
Fees to accompany application for a licence or for renewal of a licence. May 1979. Single sheet.
Available from: Office of Fair Trading, Consumer Credit Licensing Branch, Government Buildings, Bromyard Avenue, Acton, London W3 7BB.

Price Commission

Price Commission report on fresh food prices and margins: February 1979. 9 May 1979. 17 pages.
Price Commission Library, Room 1208, Market Towers, 1 Nine Elms Lane, London SW8 5NQ.

Technology news

UK joins La Palma international observatory

Better optical astronomy facilities in the northern hemisphere will be provided for UK scientists following the signing of international agreements with Spain on 26 May. The agreements extend to the European scientific community the opportunity of installing telescopes at a new observatory on the island of La Palma in the Canary Islands. Two British telescopes will be among the first to be installed at the new observatory and are expected to be ready for use by early 1982.

The scientific institutions outside Spain immediately concerned are the UK Science Research Council, the Royal Academy of Sciences of Sweden, and the Research Administration of Denmark. The Royal Greenwich Observatory is responsible for the procurement of the UK telescopes to be installed at the new observatory and will be responsible for their operation as national facilities. The Royal Greenwich Observatory is also collaborating with the University of Copenhagen, Denmark, in the establishment and operation of an automated "meridian" telescope at the new observatory.

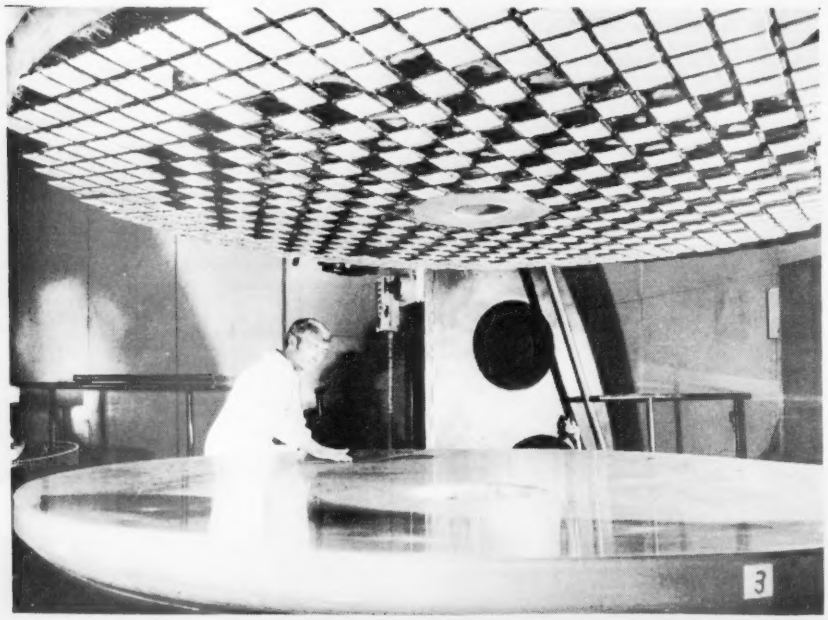
Scientists from university groups and the Royal Observatory Edinburgh are assisting with the design of the telescopes, buildings and auxillary instruments. Close collaboration is already being achieved between the Royal Greenwich Observatory, the Canary Islands Astrophysical Institute in Tenerife and the local authorities in La Palma on the development of the observatory site and the installation of the telescope.

The new observatory, to be called the Roque de los Muchachos Observatory, will be at an elevation of 2400 metres and comparative tests have shown the high quality of this site for optical observations. Under the terms of the agreements Spain will provide the site, an access road, electricity, water supply, houses, hostel and a workshop and will in return be entitled to use at least 20 per cent of the observing time on telescopes erected there. In addition there will be arrangements for collaboration between the scientists of the countries concerned, and for the training of Spanish scientists and technicians.

The Science Research Council's long established plans for improved optical observing facilities in the northern hemisphere have been expressed in a package proposal for three telescopes to be installed at La Palma. Work is now proceeding on two of them: the existing 2.5 metre Isaac Newton telescope at the Royal Greenwich Observatory, Herstmonceux, which is to be moved to the new observatory, and a 1 metre telescope already under construction at Grubb Parsons in Newcastle upon Tyne. The third will be a much larger instrument, with an alt-azimuth mounting, and a primary mirror of 4.2 metres diameter. The decision to construct this telescope has not yet been taken although the council is buying the only existing mirror blank suitable for it.

The new observatory will be of major importance to the research groups in UK universities in the fields of radio and x-ray astronomy as well as in optical astronomy. Many of the objects faintly visible at the positions of strong sources of x-ray and radio waves are believed to be the most distant objects in the universe, and the study of their intensity, their size and their spectra should lead to advances in cosmology and to improve understanding of the processes of energy generation within galaxies at an early state of evolution.

Inspection during polishing at Grubb Parsons of a new 2.5 metre mirror for the Isaac Newton telescope.



Impact of direct speech input studied

It is forecast that speech input and recognition systems will allow direct communication between people and computers within the next 10 years. The impact of these systems on the communications industries is to be investigated by a joint techno-economic study being undertaken by the Department of Industry's National Physical Laboratory and Pira, the research association for the paper and board, printing and packaging industries. Interested companies are invited to participate in the study which is multi-client sponsored.

The study will cover the theory and principles involved in speech input and recognition systems, and the present state of development and current application areas.

Major problems and limitations which need to be overcome in the development of speech input and recognition systems will be looked at. Potential and future applications will be explored, with particular emphasis on the information handling industry.

The conversion of speech into text has proved difficult and only limited success has been achieved in constructing a machine which can type directly from dictation. However, during the last few years significant developments in speech input and recognition have led to the production of commercially acceptable equipment for use in a number of industry sectors. Applications include: quality control, automated inspection, materials handling, machinery control, stock inquiry, credit authorisation, airport control, cargo location, speech education and voice-print identification.

Limitations on the current use of voice response and recognition systems are primarily concerned with vocabulary and error rate. Present day equipment is based on principles derived almost entirely from acoustic analysis of human voice production. Systems now being developed are concentrating on the linguistically significant parts of speech, leading towards true recognition and understanding systems.

Progress in microelectronics is already

revolutionising the economics of recognition and analysis systems and existing trends in semi-conductor manufacture make it possible to predict the developments of the next few years, with miniaturisation of equipment greatly widening their areas of practical use.

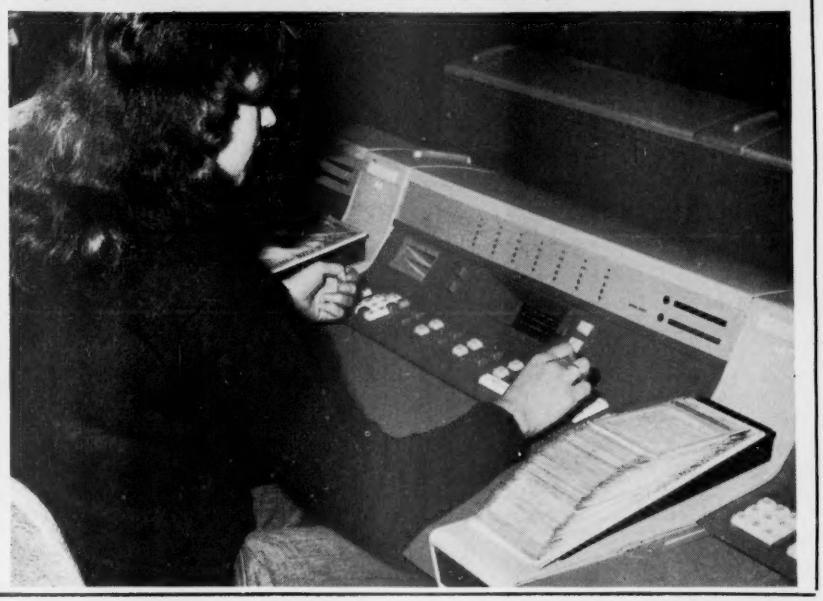
Information handling and document production would appear to have a substantial need for direct-voice entry devices. In Europe, for example, well over half of all textual matter is handwritten and has to be reprocessed by a secretary or a compositor; dictation machines for originating text speed up the process of data capture about six times.

In the field of computers, data input is an area where the use of speech input could bring considerable increases in speed – something which is greatly needed in view of the revolutionary developments in text output from computer, where 170 pages a minute can be produced with laser electro-photographic copies, and ink jet printing can generate 2000 characters a second. The average rate of input for keyboarding is 60 words a minute; if speech input were used this could rise to 150 words a minute, a productivity increase of 150 per cent.

Further information about the study is available from Dr William Manning, Pira, Randalls Road, Leatherhead, Surrey KT22 7RU, tel. Leatherhead 76161.

Acre aimed at saving PO telephonists' time

Automatic call recording equipment (Acre), which could save up to 20 per cent of an operator's time in connecting calls, is on trial at the Eastbourne telephone exchange. Developed by the Post Office, Acre is designed to automate many of the tedious and time-consuming tasks undertaken by switchboard telephonists. Details of each call – number called, calling number, and charging rate – are recorded on magnetic tape as the call is set up, for subsequent processing in the computer-based telephone billing system. It cannot record the call itself. If the system proves itself, the Post Office intends to install the system nationally.



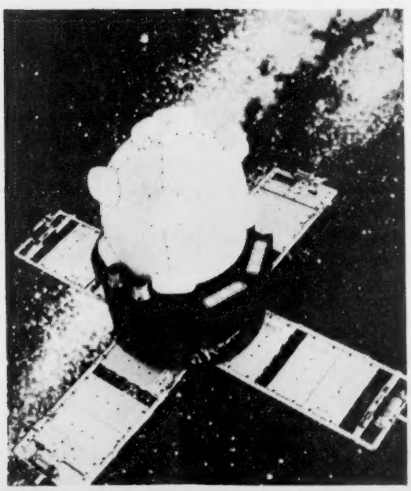
Ariel 6 investigates high-energy astrophysics

Britain's sixth satellite in the UK/Ariel series, designed for investigations in high-energy astrophysics, was launched on 24 May from Wallops Island, Virginia, on the east coast of the United States.

Ariel 6 incorporates a cosmic ray detector built by Bristol University and two X-ray astronomy experiments, one built by Leicester University and the other built jointly by Birmingham University and University College London's Mullard Space Science Laboratory, and two technology experiments for the Royal Aircraft Establishment, Farnborough.

The launch vehicle was a National Aeronautics and Space Administration four-stage Scout rocket. This was the one hundredth Nasa Scout rocket launch.

Ariel 6 is on station and having its systems tested.



The project forms part of the Science Research Council astrophysics research programme and is managed from the council's Appleton Laboratory at Slough. Post-launch satellite control and data acquisition will be carried out from the operations control centre at the Appleton Laboratory.

High-energy astrophysics is concerned with the study of astronomical phenomena involving temperatures of millions of degrees and highly energetic sources – such as quasars, black holes, neutron stars, radio galaxies and supernovae.

The main contract for the satellite was placed with Marconi Space and Defence Systems of Portsmouth, with design and manufacture of the spacecraft structure subcontracted to BAe Bristol.

Ariel 6 differs from previous ones in that the whole cost – about £9 million of the launch vehicle and launch support systems will be borne by the UK through the SRC.

Geos-3 satellite missions considered by ESA

Following the success of the Geos-2 geostationary scientific satellite, launched in July 1978, engineers at British Aerospace Dynamics Group at Bristol have been investigating under contract to the European Space Agency, the possibility of producing another similar satellite – Geos-3.

Geos-3 would be based upon the same design and use mainly existing hardware.

The Bristol group has recently submitted its findings to the European Space Agency (ESA) including details of four separate scientific missions any one of which could be selected for Geos-3. The European Ariane launch vehicle would be used to put Geos-3 into orbit as a co-passenger with a geostationary communication satellite.

In mission 1, Geos-3 would orbit the poles of the moon. A particular aim of this mission would be to try to detect ice in the permanently shadowed polar regions. Mission 2 also orbits the moon from where the earth's magnetotail can be studied.

The third mission is an earth orbit which uses lunar gravity to rotate the orbit by 360 degrees each year and so keep the satellite in the earth's magnetotail.

In mission 4 – a magnetotail mission – Geos-3 would be placed in a little known region 1.5 million km from earth at a point where the pull of earth and sun gravity is balanced by the satellite's orbital motion.

It is likely that the European Space Agency will select the preferred mission for study purposes later this month. A possible decision on the realisation of the project is not likely before February 1980.

Joint meeting to resolve computing problems

Problems affecting standards for computer languages, which could seriously hinder development in computing, may be resolved at a joint meeting, to be held shortly, of the UK National Computing Centre (NCC) and two other European national organisations.

Together with Gesellschaft fur Mathematik und Datenverarbeitung (GMD) of Germany, Bureau d'orientation de la Normalisation en

Informatique (BNI) of France, the NCC will be taking part in a two-day workshop on 'Language implementation validation' which will be held in Manchester on 12 and 23 September.

The need for such a workshop, NCC says, has come from the growing realisation that, with increased use of computing in systems covering the health, safety and effective functioning of society, the incomplete definition of programming languages is the direct cause of a growing number of problems.

These problems have a direct bearing on operations, communications, efficiency and costs. An obvious starting point for improvement is to provide a means for establishing the precise specification of languages and a method of certifying that they conform to the appropriate specification.

Topics to be covered by the workshop include: existing methods of testing for compilers and source programs; case studies from other industries which contain valuable lessons applicable to computing; requirements for testing – such as language definition, test means, test methods, which authority should order a test, and which organisation should carry it out; relevant regulations already introduced by governments and certification bodies in Europe and elsewhere.

Speakers from Europe and the United States will discuss current experience and explore future needs.

NCC says that this meeting is designed to make a positive contribution to the work of developing policy at company, national and international level. Though attendance will be mainly by invitation, a number of places will be kept open, and organisations and individuals who wish to apply should contact Dr T. D. Wells, The National Computing Centre, Oxford Road, Manchester M1 7ED, tel. 061-228 6333.

Courses to stimulate computer training

An £11 million three-year programme boost for computer training to help overcome shortages of skilled staff has been announced by the Manpower Services Commission.

The programme will provide an extra 2500 to 3000 training places in each of the three years. The extra places will be available at a number of colleges and polytechnics throughout the country. Grants will be made available to assist the introduction of these courses and in addition computer training under the MSC's training opportunities scheme (Tops) and the threshold scheme which is administered by the National Computing Centre (NCC) on the MSC's behalf for unemployed young people will be increased.

Planned to start in September the three new types of course are: first, an initial programmer course of 42 weeks, 24 of them to be practical experience and project work on industrial premises. The course is designed for new entrants in the computer field who are sponsored by their employers; second, a real time programmer course of 24 weeks is being introduced as a pilot scheme because no formal exernal training appears generally available. It is designed to meet the serious shortages of skilled people for the growing number of installations using real time systems; and third, a sytems analysis course of 10 weeks offers 500 annual grants to employers sponsoring mature candidates who wish to work in computing but have no previous experience of the specialisation. The new integrated course which is partly based on the existing NCC course is being introduced because of shortages in the skill and the need to introduce people of wider business experience.

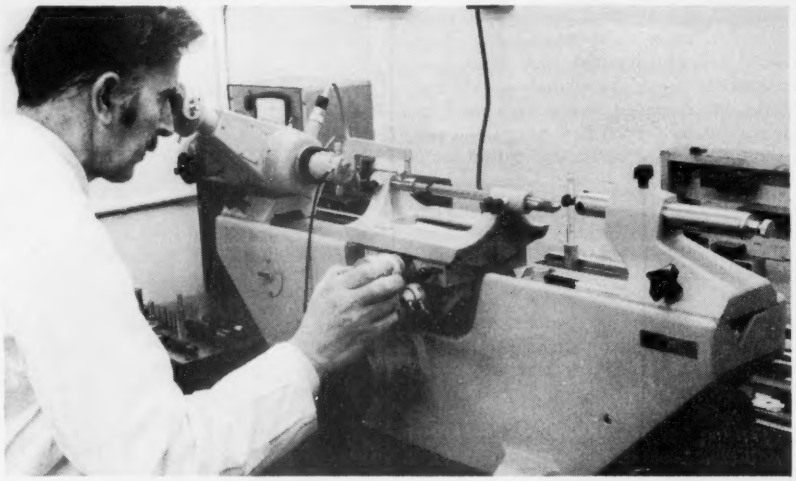
The new courses follow a study which confirmed that training was not keeping pace with demand following the growth of computer applications causing shortages of computer programmers and systems analysts.

The new courses are not intended to meet all the shortages, MSC says, but are aimed at encouraging employers of computer staff to extend the training provision to meet their own needs. The programme is therefore limited to three years.

The allocation of grants and co-ordination of places will be undertaken by the industrial training boards and other training bodies under the MSC's training for skills programme, and further details can be obtained by writing to the Co-ordinator, Industrial Division, Training Services Division, 168 Regent Street, London W1.

BCS approval obtained by new IMI laboratory

Calibrating a screw plug gauge at IMI Ltd's new metrology laboratory at Whitton, Birmingham, which has obtained British Calibration Service approval for its facilities. This enables IMI to offer a number of metrology services to other industrial firms, including calibration to BCS approval standard, in both metric and imperial sizes, of workshop and inspection gauge blocks, plain and screw-type plug and ring gauges, inspection micrometers and setting rods, verniers and vernier height gauges, dial gauges, surface texture gauges, and roundness gauges.



Cadcentre and ICI to develop pressure vessel design aids

Cadcentre, the Department of Industry's Computer Aided Design Centre, in collaboration with ICI Organics Division, has launched a major project to develop computer aids for the design, analysis and contract engineering of pressure vessels. The software for five initial computer programs will be marketed by Cadcentre as available. Predicted availability for a shell program and a bolted flange program is winter 1979, with autumn 1980 for the remaining programs.

The vessel design code that these new computer aids will support is British Standard 5500: 1976 specification for unfired fusion welded pressure vessels. The collaboration of ICI Organics Division has been secured for the duration of the project which is proceeding in two phases.

The first phase is aimed at providing five highly user-oriented computer programs to perform design and analysis calculations to key areas of application as shells under internal or external pressure; bolted flange connections; tubesheets; compensation of openings; and local loads on shells.

All these programs will have the features of both conversational and file input and will provide the ability to modify data during the program run. Extensive data bank facilities for material properties, preferred plate thicknesses, and stiffening ring geometry are also being provided.

The second phase of the project will be to develop an integrated contract engineering system for pressure vessels. This will perform all design and analysis calculations and will link these to facilities for producing bills of materials, data sheets, and site and manufacturing detail drawings. Interfaces to existing computer-based systems such as ICI's Isopedac will be provided. This second phase is a major, long-term development. It is expected to become available in the early 1980s.

Further information about this project is available from the Marketing Department, Computer Aided Design Centre, Madingley Road, Cambridge CB3 0HB, tel. Cambridge 63125.

New products

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Jib attachment for forklift trucks introduced

Coubro and Scrutton (M&I) Ltd, has introduced a new jib attachment for forklift trucks.

Known as the Raylift, the jib is fitted with a swivel safety hook that can be hung at five positions at 305 mm intervals. The jib is specified for trucks fitted with standard ITA carriage units and standard mast height up to 3600 mm lift.

Capacities available are 1800, 2275, 2750, 3600 and 4500 kg at 610 mm load centres. Jibs are manufactured in various standard lengths.

All jibs are works tested but actual safe working loads must be finalised with the jib fitted to the truck and based on two thirds of tipping load, the manufacturers stress.

Further information: circle 447

Air-clean can recycle air

The Clift 1500 air cleaner from BACC (Engineering) Ltd – designed specifically for industrial and commercial premises – can deal with particles from 30 μm down to 0.03 μm, and will remove contaminates, including fumes from welding, airborne dust and oil mist.

Because of the efficiency of the filtration process and design, the 1500 has many advantages over normal extraction ventilation the manufacturers say.

It runs from a single-phase 240 V electrical supply. Depending on the size of the working area and the number of units fitted, the air can be recycled as required. This provides a working environment which complies with the recommendations and regulations of the Health and Safety at Work etc Act.

The equipment is installed easily and quickly, as each unit is independently located. The mobility of the unit enables the user to change the position with minimum delay to facilitate any change in production requirements.

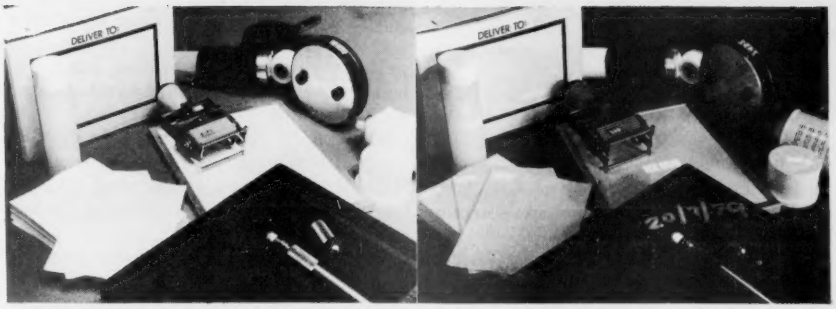
The Clift 1500 is also designed to incorporate ducting for both summer and winter operations. In the summer, the recycled, clean air is expelled to the atmosphere, but in the winter, the heated air produced from conventional central heating systems is cleaned and returned to the working area.

At normal running speed, the air cleaner can deal with 1500 cu ft per minute. Each unit is fitted with a catchment tray and an oil drain outlet which can be used to return lubricants recycled from the air to the working reservoir of the production machinery.

Washed off

Pollutants can be washed off the collector plates with detergent, or, with dry dust, blown off with an air line. A 90 degree angled bend can be fitted with a canopy to the inlet, enabling the air cleaner to be housed above a process which generates heavy dust or fumes.

Further information: circle 448



Lawco 'invisible' ink under (left) normal light and (right) under uv light.

Ink for invisible coding can mark all surfaces

Developed originally for marking babies' nappies while keeping their shining white appearance unsullied Lawtons' 'invisible' ink is now available for other uses. Invisible under normal light, the impressions made can be seen by exposure to ultra-violet light. Lawco Invisible Ink, as the new ink is called, marks both porous and non-porous surfaces, including plastic, metal, paper, glass, shrinkwrap film, cardboard and wood.

For its original application the ink had to be non-toxic and must not irritate eyes and skin. So the ink is suitable for the coding of medical supplies; clothing merchandise; and beverage and food cans and packs.

The ink is compatible with all current Lawco marking systems from overprinting machines and automatic conveyorline coders to hand printing rollers, stamps and felt tip pens. Due to its fast drying property, it is particularly suitable for use in flexographic systems using rechargeable FlexoReel cartridges.

Further information: circle 449

Jones introduces 35-tonne capacity truck crane

Jones Cranes Ltd, of Letchworth, has introduced a 35-tonne capacity truck crane – the Jones 35/40T.

Basically a four-section hydraulically telescoping crane on a highly manoeuvreable chassis, the 35/40T obtains its high reach by means of a lattice extension and fly-jib which are stowed alongside the main jib ready for use when required. They are readily fixed in working position by one man who can drive, erect, operate and move off again to the next job without a mate.

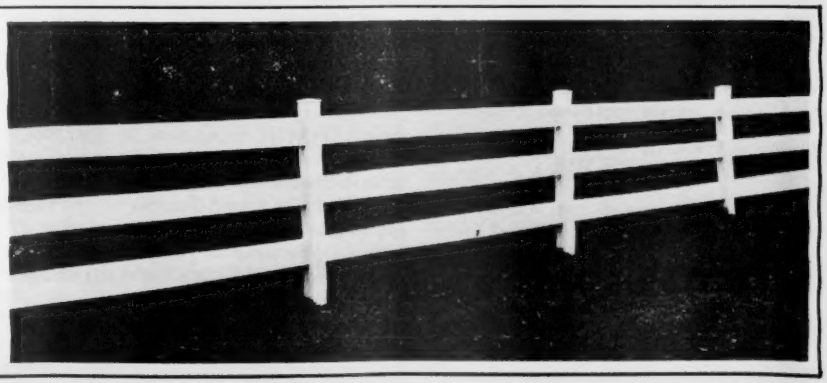
The 35/40T comes complete, ready for the road and with all lifting blocks for a full range of duties.

Further information: circle 450

Commercial plastic fencing system

This new low-level plastic commercial fencing system now available from Marley Extrusions Ltd can save repair work, such as replacing and repairing rotting planks and posts. The system has been introduced to complement the existing MK2 commercial fencing system which incorporates pvc coated, galvanised mild steel posts.

Further information: circle 451



European community news

EIB makes £105m loans

Two further loans of £50 million each have been made to the Electricity Council by the European Investment Bank towards the cost of building two nuclear power stations in northern England – at Hartlepool, Cleveland and Heysham, Lancashire. Both loans are for 15 years at 10.05 per cent.

The power stations are of similar design, each equipped with two advanced gas-cooled reactors with a net output at each station of 1 250 MW. Each will cost in the region of £440 million, this being the total fixed investments including initial fuel charge. The EIB has already lent £46.3 million for Hartlepool, and £52.3 million for Heysham.

In addition, the EIB has lent £4.8 million to carry out improvements to the road, water supply, sewerage and other infrastructure needed to encourage industrial development and tourism in the central region of Scotland. The loan has been made to the central regional council (CRC) for 15 years at 9.45 per cent rate of interest.

The loan will be used for works for enlarging or improving industrial estates at Grangemouth, Falkirk, Stirling and Alloa, reinforcing the water supply system to Cumbernauld new town, and improvements to rural tourist roads leading to the north of the region.

Council concerned over oil

Oil supply in the European community has not been eased by the resumption of production in Iran. This fact, combined with certain producer countries lowering their production ceilings, was increasing uncertainty about supplies energy ministers agreed at their 17 May meeting.

Ministers asked the commission to report back as soon as possible on how deliveries to oil companies were being maintained during the next few months.

The economic balance of the community had been seriously affected by the rise in oil prices since the start of the year, which was halting growth and frustrating member states' efforts to halt inflation ministers felt.

The council therefore reaffirmed member states' determination to reduce substantially their oil consumption, and stressed the need for energetic action to increase energy production within the community.

On the basis of a commission document the council discussed the measures being implemented or worked out in an attempt to reduce the community's oil consumption to 500 million tonnes this year.

Ministers examined and gave their support to commission proposals aimed at improving information on the amount and price of oil imported into the community. In the immediate future, member states had agreed to supply the relevant information to the commisssion on a voluntary basis.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

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Bovis to oversee EIB headquarters completion

A British company, Bovis International, will co-ordinate and administer the completion of the European Investment Bank's new headquarters in Luxembourg.

Consultants already appointed for the project are: Denys Lasdun Redhouse and Softley, architects; Scott Wilson Kirkpatrick and Partners, consulting engineers; and Widnell and Trollope, quantity surveyors. The general contractor is Philipp Holzmann, of Koblenz.

The project has a floor area of approximately 55 000 m^2, including offices, conference rooms, social facilities and car parking.

Duty relief regulations

The Outward Processing Relief Regulations 1979 (SI 1979 No 555) and the Customs Duties (Standard Exchange Relief) Regulations 1979 (SI 1979 No 554) come into operation on 11 June 1979.

The outward processing relief regulations consolidate the existing regulations in the Import Duties (Outward Processing Relief) Regulations 1976 (SI 1976 No 838) and the Agricultural Levies (Outward Processing Relief) Order 1976 (SI 1976 No 901) into a single regulation covering relief from both customs duties and agricultural levies. There will be no changes in procedures as a result of the regulations and traders should continue to make applications for outward processing relief to their local Customs and Excise office before goods are exported.

The Customs Duties (Standard Exchange Relief) Regulations implement, in the UK, EEC council directive 78/1018/EEC. They provide for total or partial relief from customs duty to be given when goods are imported into the UK in exchange for goods temporarily exported from the UK for repair outside the community.

Essentially, the regulations extend the duty relief available under the Outward Processing Relief Regulations because it is a condition of obtaining relief under the latter regulations that the temporarily exported goods are returned to the community.

Although standard exchange relief is very similar to outward processing relief it is not available on agricultural products or products resulting from the processing of agricultural products, nor is it available in cases where the replacements are imported into a different member state of the community from which the goods for repair were exported.

Standard exchange relief can be obtained only when prior application has been made to Customs and Excise for an authorisation. The replacements will only qualify for relief if they possess the same quality and characteristics as the export goods would have if they had been repaired. Where the exported goods have been used before exportation, the replacements must also have been used. However, the replacements can be new if they are supplied free of charge under a guarantee or similar arrangement and satisfy certain other conditions.

Full details of both outward processing relief and standard exchange relief is in Customs notice 235 (May 1979) available from Customs and Excise offices.

Conference on patent licensing

Legal Studies and Services is organising a one-day conference on the European commissions's draft group exemption from article 85(1) for patent licensing.

The conference will be held on 25 June at the Inn on the Park, Hamilton Place, London W1. Speakers will concentrate on explaining the terms negotiators should keep in mind when drawing up patent licences.

Further information is available from Judy Weatherstone, Legal Studies and Services Ltd, Norwich House, 11-13 Norwich Street, London EC4A 1AB, tel. 01-242 2481.

EEC indicative ceilings for imports from Efta

Community imports of the following goods have exceeded the indicative ceiling level for 1979 (see *Trade and Industry*, 2 March).

Order no	Country of origin	CCT heading/Description
		61.02
IP9	Portugal	Women's, girls' and infants' outergarments

Anti-dumping/anti-subsidies procedure ended

In the course of investigations into imports of certain tubes of iron or steel originating in Spain, an undertaking was given that has satisfied the European commission that the introduction of protective measures is unnecessary.

The procedure has accordingly been ended.

The investigations were announced on 18 November 1977 and 24 January 1979.

Alleged dumping of lithium hydroxide from USSR and US

The European commission has received information indicating that dumping is being practised or that bounties or subsidies are being granted in respect of imports of lithium hydroxide (ex CCT subheading 28.28 B) originating in the Soviet Union and the United States of America and that this is causing injury to a community industry.

In conjunction with the member states, the commission has accordingly started examination of the matter at community level in accordance with council regulation (EEC) 459/68, 5 April 1968, on protection against dumping or the granting of bounties or subsidies by countries which are not members of the European Economic Community, as amended by regulations (EEC) 2011/73 and (EEC) 1411/77.

Those interested should, by 18 June, make known their views in writing, in particular by replying to the questionnaire addressed to the parties known to be concerned and by providing supporting evidence.

The commission will also hear those directly concerned who so request when making known their views to the commission, provided they can show that they have an interest sufficient to entitle them to express their views more fully.

Any information should be sent in writing to the Commission of the European Communities, Directorate-General for External Relations, 200 Rue de la Loi, B-1049 Brussels, and a copy sent to the Department of Trade, General Division, Room 407, 1-19 Victoria Street, London SW1H 0ET.

Inquiries: 01-215 5742.

Anti-dumping duties on steel goods made definitive

The European commission have decided to make definitive the anti-dumping duties on certain iron and steel goods originating in Spain and Brazil but consigned from some other country which is not a member of the European communities.

The goods are:

ex 73.11A1 Angles, shapes and sections, of iron and steel, not further worked than hot-rolled or extruded (ECSC),U, I or H sections of a height of less than 80 mm and H sections (broad flanged beams), U or I sections of a height of 80 mm or more, originating in Spain and consigned to the community from another country.

ex 73.01B Haematite pig iron and cast iron (ECSC) in pigs, blocks, lumps and similar forms with a silicon content of more than 1 per cent and containing at least 0.1 per cent by weight of manganese, originating in Brazil and consigned to the community from another country.

These duties replace provisional duties which have been in effect since 13 February (Spain) and 16 February (Brazil) and the duty will now be collected on imports on or after those dates of the goods in question where they originate in the countries concerned but are consigned to the European Community from another country.

The provisional duties on imports of these goods originating in and consigned from the countries concerned were revoked with effect from 11 April (Spain) and 26 March (Brazil).

The rate of duty is variable and is designed to bridge the difference between the cif duty paid price of a consignment and the import reference price published by the European commission. However, the amount of duty will be reduced to the extent that the importer satisfies Customs and Excise that the import price is lower than the import reference price because of the inferior quality of the goods.

Also, for Spain, no duty will be payable on deliveries intended for shipbuilding yards within the community, if the importer makes written application to Customs and Excise.

Anti-dumping duty on Romanian herbicide

The provisional duty (European commission regulation 322/79), imposed on 21 February against imports of DNBP technical (Dinoseb) (falling within CCT subheading CIII or 38.11 D; Nimexe code 29.07-59 or ex 38.11-50, 70) originating in Romania and exported by Chimimportexport, Bucharest, has now been made definitive with effect from 17 May (commission regulation 955/79).

The rate of duty has been confirmed at 40 per cent on the basis of the value declared and the amounts secured under the provisional duty will be definitively collected.

Full details are given in the *Official Journal*, L121, 17 May.

New legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Divisions, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 7174/482/408.

Common agricultural policy

The texts of the following regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities.*

Live plants and products of the flower growing industry. Regulation (EEC) 309/79 amending regulation (EEC) 316/68 as regards the marking of fresh cut flowers. In the second indent of chapter VII (Marking), paragraph D of annex I to regulation (EEC) 316/68, the word '(optional)' is added (*Official Journal* L42, 17 February 1979).

Oils, fats and oilseeds. Regulation (EEC) 308/79 amending regulation (EEC) 3136/78 laying down detailed rules for fixing the import levy on olive oil by tender. The following indent is added to article 4 (2) of regulation (EEC) 3136/78:

'. . . (EEC) 1620/77 of 18 July 1977 on imports of olive oil originating in Lebanon *,

* OJ L181, 21.7.1977, p.4'.

(*Official Journal* L42, 17 February 1979).

Regulation (EEC) 982/79 amending article 4 of regulation (EEC) 2753/78 laying down general rules in respect of production aid for olive oil from the 1978/79 marketing year (*Official Journal* L122, 18 May 1979).

Regulation (EEC) 996/79 amending article 4 of regulation (EEC) 2290/78 laying down detailed rules for the application of the special measures for castor seeds (*Official Journal* L125, 22 May 1979).

Cereals and rice. Regulation (EEC) 946/79 fixing a carry-over payment for common wheat, rye and maize remaining in stock at the end of the 1978/79 marketing year (*Official Journal* L120, 16 May 1979).

Fruit and vegetables. Regulation (EEC) 1004/79 fixing for the 1979 marketing year the reference prices for cherries (*Official Journal* L126, 23 May 1979).

Regulation (EEC) 1017/79 establishing the standard average values for customs purposes of citrus fruits and apples and pears (*Official Journal* L127, 24 May 1979).

Sugar. Regulation (EEC) 1008/79 fixing for the 1979/80 marketing year the amounts of the levy in connection with the offsetting of storage costs for sugar (*Official Journal* L126, 23 May 1979).

Tobacco. Regulation (EEC) 1018/79 amending the annex to regulation (EEC) 2603/71 on detailed rules for the conclusion of contracts for first processing and market preparation of tobacco held by intervention agencies (*Official Journal* L127, 24 May 1979).

Regulation (EEC) 1019/79 amending article 2b to regulation (EEC) 1726/70 on the procedure for granting the premium for leaf tobacco (*Official Journal* L127, 24 May 1979).

Imports from non-member states

The texts of the following decisions which authorise the relevant member states to refuse entry to the specific goods have been published in the *Official Journal of the European Communities.* The decisions relate to varying periods; full details are set out in the relevant decisions.

Decision 79/471/EEC authorising France not to apply community treatment to gloves, mittens and mitts, knitted or crocheted, not elastic or rubberised, falling within heading 60.02 of the common customs tariff (Nimexe codes 60.02-40, 50, 60, 70, 80) (categories 10 and 11), originating in Hong Kong and in free circulation in the other member states (*Official Journal* L121, 17 May 1979).

Decision 79/472/EEC authorising France not to apply community treatment to handkerchiefs of woven fabrics, of a value of not more than 15 Eua/kg, falling within subheading ex 61.05 B of the common customs tariff (Nimexe codes 61.05-30, 99) (category 19), originating in Hong Kong and in free circulation in the other member states (*Official Journal* L121, 17 May 1979).

Decision 79/473/EEC authorising France not to apply community treatment to handkerchiefs of woven fabrics, of a value of not more than 15 Eua/kg, falling within subheading 61.05 B of the common customs tariff (Nimexe codes 61.05-30, 99) (category 19), originating in China and in free circulation in the other member states (*Official Journal* L121, 17 May 1979).

Decision 79/474/EEC authorising France not to apply community treatment to woven table linen, toilet and kitchen linen other than of cotton terry fabric, falling within subheading ex 62.02 B of the common customs tariff (Nimexe codes 62.02-41, 43, 47, 65, 73, 77) (category 39), originating in China and in free circulation in the other member states (*Official Journal* L121, 17 May 1979).

Decision 79/495/EEC authorising Belgium, Luxembourg and the Netherlands not to apply community treatment to men's and boys' shirts, woven, of wool, cotton or man-made textile fibres, falling within heading ex 61.03 of the common customs tariff (Nimexe codes 61.03-11, 15, 19) (category 8), originating in Romania and in free circulation in the other member states (*Official Journal* L127, 24 May 1979).

Decision 79/497/EEC authorising the UK not to apply community treatment to men's and boys' woven suits (including coordinate suits consisting of two or three pieces, which are ordered, packed, consigned and normally sold together) of wool, cotton or man-made textile fibres, falling within heading ex 61.01 of the common customs tariff (Nimexe codes 61.01-51, 54, 57) (category 16), originating in Bulgaria and in free circulation in the other member states (*Official Journal* L127, 24 May 1979).

Raising the barriers on EEC competition

Competition policy is central in maintaining the 'common market' set up as one of the founding principles of the European community. Its rules are designed to make sure, for example, that firms do not set up price-fixing cartels, or divide up markets between themselves. It also aims to prevent companies from abusing a dominant market position by charging unnecessarily high prices or by imposing unreasonable conditions of sale. Marianne Semadeni spoke to John Ferry of the European commission's directorate-general IV, which deals with competition, and asked him to explain the commission's work and attitude in this field.

What practical problems can a UK business trading in the community face over the commission's competition policy?

The main one concerns the type of distribution agreement the company has to arrange with an agent or distributor, once it starts exporting, to get the product to the customer. An agent follows the manufacturers' instructions and has no power of decision. A distributor works as a wholesaler, buying goods with his own money, storing and distributing them, receiving in return a discount on the purchase price of the goods. The benefit to the UK manufacturer is that his product is distributed without his having to establish a subsidiary company overseas, an expensive proposition.

But a distributor is usually given a specific territory to operate in – and it is this type of exclusive distribution agreement which can lead to problems. For the commission says this is restrictive and therefore infringes the community's competition laws – unless the company can prove the consumer stands to gain something from it. If it means, for example, that a previously unavailable product will come on to the market, or that the consumer will benefit from improved distribution. If this is the case the commission can exempt the agreement from the competition laws.

This can either be done automatically under regulation 67/67 or by a decision of the commission. Regulation 67/67 grants block exemption for exclusive distributorships and agreements, provided certain conditions are fulfilled, namely that the distributor is not impeded from re-selling outside his territory. If the conditions are met, then exemption is automatic. If not, or if there is any doubt, the company should notify the agreement to the commission who will grant an individual exemption if it considers that there is sufficient benefit to the consumer. If the commission considers that the agreement would have insufficient effect on intra-community trade to restrict competition, then it can issue a 'negative clearance,' in effect saying that article 85(1) does not apply. For the commission this has the advantage that the parties involved are under an implied duty to inform it if there are any changes in the terms of the agreement.

Where agreements fall within the commission's notice on agreements of minor importance (19 December 1977) there is no need to inform the commission unless there is any doubt. If the agreement is not exempted by regulation or decision, or given a negative clearance, the result could be a commission investigation and possibly a fine.

The commission takes as its underlying principle, in deciding whether or not to grant an exemption, that any exclusivity agreement should be open. For example, a manufacturer cannot prevent the distributor exporting his product outside the alloted territory if consumers ask for it – the distributor must be free to re-sell. The manufacturer does have the right, however, to prevent the distributor from

Competition policy – how it works

Competition policy is covered by articles 85 and 86 of the treaty of Rome. Article 85 deals with agreements and practices which hinder the free play of competition, and article 86 with the abuse of a dominant position. Both apply only where trade between member states is affected.

Agreements infringing article 85 included: those which directly or indirectly fix the purchase of selling price or any other trading conditions; those which limit or control production, markets, technical development or investment; those which share markets or sources of supply; those which apply dissimilar conditions to equivalent transactions with other trading parties, thereby placing them at a competitive disadvantage; and those which make the conclusion of contract subject to acceptance by the other parties of supplementary obligations which, by their nature or according to commercial usage, have no connection with the subject of such contracts. All firms who operate within the community, those in both the public and private sectors, are subject to these prohibitions. Article 85(3) does provide, however, for exemption for agreements which contribute to improving the production or distribution of goods or to promoting technical or economic progress; while allowing consumers a fair share of the resulting benefit.

Article 86 states that any abuse by one or more undertakings of a dominant position within the 'common market' or in a substantial part of it, shall be prohibited as incompatible with the 'common market' in that it may affect trade between member states. Such abuse may consist in directly or indirectly imposing unfair purchase of selling prices or other unfair trading conditions; limiting production, markets or technical development to the prejudice of consumers: applying dissimilar conditions to equivalent transactions with other trading parties, thereby placing them at a competitive disadvantage; or by making the conclusion of contracts subject to acceptance by the other parties of supplementary obligations which, by their nature or commercial usage, have no connections with the subject of such contracts.

Directorate-general IV of the European commission

Directorate-general IV is the European commission's department responsible for competition. Raymond Vouel is the commissioner directly responsible for the DG's work. Headed by Willy Schlieder, it is divided into four directorates.

Directorate A
Deals with inspection and studies – it is here that the procedures begin. Headed by Aurelio Pappalardo.

Directorate B
Deals with restrictive practices and abuse of dominant positions. Headed by John Ferry.

Directorate C
Deals with corporate combinations, rules of competition, ECSC treaty,industrial property rights, energy and transport. Headed by Jean Vergès. B and C together are in charge of the instruction of the investigation and prepare draft decisions for the commission.

Directorate D
Deals with state aids, public discrimination, public enterprises and state monopolies. Headed by Gunter Etzenbach.

actively promoting the goods outside the agreed territory. The distributor must be free to fix his own prices. And although the manufacturer is entitled to refuse to deliver his product to anyone other than the distributor in one particular area, he cannot stop other firms from doing so. This is what happened in the Kawasaki case (see *Trade and Industry*, 16 February 1979, page 315).

John Ferry, again: 'The reason we don't like to have these exports prevented is because the whole community is supposed to be one market and we can't allow it to be broken up into national territories by individual arrangements between manufacturers and distributors. And if there isn't the possibility of 'parallel' imports – that is, imports coming in from the UK parallel with the normal stream from the manufacturer to exclusive distributor – then there's nothing to stop the exclusive distributor, if he happens to have a product which is in demand, from charging the public too much for it because he's got a kind of monopoly'.

UK companies starting off in intra-community trading have problems, the commission finds, because the price structure they have evolved with the UK wholesaler is too low for them to offer a much better one to the overseas distributor – and the overseas distributor is expected to do several things a UK wholesaler is not. For example, he is expected to promote the product, arrange advertising, employ salesmen to call on retail outlets, and, in some cases, provide an after-sales service. If the distributor has not got a sufficient profit margin from the UK company to support these activities, then he has to raise his prices. This in turn creates a hole for parallel imports which the UK company does not like.

Criticism of the competition policy is here unfounded John Ferry says. 'There is a tendency to blame the commission's policy for what are really failures of commercial practice'.

The commission also finds that British companies are confused over the question of distribution and pricing because they are still trying to charge what the market will bear. In Germany, for example, the market usually bears a higher price than in the UK. The temptation is for the company to try and put a barrier around the lower-cost countries in order to preserve the margin – which is when it runs into trouble with the commission.

What then is the best way for a company to avoid conflict with the commission over competition policy?

If a company is thinking of entering into a distribution agreement, which does not fulfil the conditions of regulation 67/67 the commission recommends that the company should consult directorate-general IV first to see if there are any problems. But the company should note that any advice given is not legally binding on the commission and that it cannot give a formal decision until it has been notified of the agreement. But the commission's view is that guidance at an early stage when the agreement is being thrashed out is more valuable than after it has been signed.

After-sales service is another area which a manufacturer and his distributor need to look at carefully as recent changes have had practical repercussions.

Until recently numerous companies in the community often refused to service goods bought in one member state and presented for service in another. The Zanussi case (see *Trade and Industry*, 8 December, 1978, page 506) changed that. Appliances should now be serviced throughout the community regardless of where they are bought. The commission is following this decision up energetically. It is something both manufacturer and distributor will have to consider because after-sales service is usually paid for out of the distributor's pocket. If parallel imports on the market, which the distributor obviously would not have sold, are presented to him for service then he could find himself paying for work to be done on these out of his own profit margin.

The commission is at present reviewing the provisions of regulation 67/67, and has invited those interested to submit comments on a draft published in the *Official Journal of the European Communities*, C31, 7 February 1978. This will be followed by further discussions with the advisory committee on restrictive practices and dominant positions, whose task is to offer the commission advice on draft decisions and proposals for legislation. The committee is made up of representatives of the member states. The UK's come from the Office of Fair Trading. John Ferry says cheerfully that the committee are usually rather rude about the commission's drafts.

The commission is also suggesting that the rules relating to distribution agreements between potential competitors should be tightened. As 67/67 stands at present it does not grant exemption to agreements by which two manufacturers of the same product may enter into reciprocal exclusive distribution arrangements for their products – as this restricts or could restrict competition by allowing the companies concerned to control quantities and price in the market. The commission now wants to extend this so it would cover, for example, a British brewer of dark beer who wants an arrangement to distribute the light beer of a German brewer. The crux of the matter is, of course, what constitutes a potential competitor.

There is also a proposal around for a block exemption for certain patent licensing agreements. The draft regulation was published earlier this year amid a lot of argument. The commission's aim is to provide block exemption for basic licensing agreements which contain only the minimum restrictions consistent with the proper use of a patent to spread knowledge, leaving the possibility for agreements with greater restrictions to be dealt with individually.

The other area the commission is tentatively looking at is the application of the competition rules to air and sea transport.

The commission's guiding light in these matters is what will do the most good for the consumer. John Ferry acknowledges that most companies probably regard the commission as a great hindrance to trading, but in support of the commission he says: 'You will find a lot of complaints about our policy which stems not so much, I think, from our policy as from the fact that currencies have been going all over the place, and so pricing has tended to get out of line. We've stuck to this policy because it's the right one – the alternative is that somebody would have to say what the proper price is, and this commission is not a prices commission. We would much rather leave it to market forces to decide'.

How an investigation proceeds

Cases come to the commission's notice in four ways:
1 On the commission's initiative.
2 By formal complaint. This has to be dealt with by the commission, and the complaintant has a right to a hearing.
3 By informal complaint. The commission checks out the facts and decides whether an investigation should take place.
4 By notification. Under regulation 17/62 companies notify the commission of any agreements liable to infringe the rules if they want an exemption. Once notified, an agreement attracts no fine from the time of notification up to the time of a decision at the end of an investigation until the commission has given a preliminary indication that it is of the opinion that article 85(1) applies and article 85(2) is not justified. Companies also notify agreements if they want confirmation that an agreement is not prohibited by the rules (negative clearance).

How a decision is reached

1 If the commission investigators think an agreement should be prohibited the commission issues a statement in writing setting out the facts on which it is basing its case. The statement of objections also sets out the legal consequences the commission draws from this set of facts.
2 The parties involved can then answer within a time limit fixed by the commission if they so wish. They may also ask for a hearing which the commission is obliged to give only when fines are foreseen. In practice the commission gives a hearing to any interested party.
3 The hearing takes place in Brussels in the Manhattan Centre. It is not a court. Member states send observers. Parties put forward arguments to embroider their written reply – the procedure is essentially written.
4 The commission then examines the evidence. It then drafts a decision which is submitted to the advisory committee made up of representatives of member states. If there is going to be a fine then the commission proposes the amount. The decision is then sent to the commissioners for a decision.

How a fine is calculated

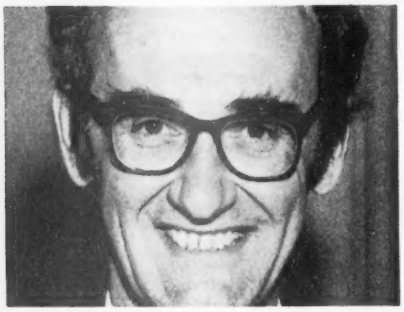
The minimum fine is 1000 units of account (£600). The maximum is 10 per cent of the total turnover in the previous year of each of the companies involved. Within these limits the commissioners have complete flexibility. The rule of thumb is to take away the profit the company had made from its infringement of the rules by way of the fine. The gravity of the infringement is taken into account.

Right of appeal

Firms can appeal to the European Court of Justice against a commission decision and/or fine and the number that do so is increasing.

Overseas trade news

Whole workforce must understand the importance of exports – Nott



Be aware of exports: Nott

Every firm's workforce needs to understand the importance of exports to individual prosperity, company profitability and the national well-being. John Nott, Secretary of State for Trade, stressed this point when speaking at the annual luncheon of the British Export Houses Association in London, on 30 May.

British exporters needed to move up-market and improve their competitiveness he said. The non-price factors which made a product acceptable to the customer would become more important than ever – good design, good quality, good service, efficient distribution and good presentation. And none of the improvements we are looking for will come about unless the importance of these factors is understood throughout the workforce of every firm. If we could improve the level of awareness of the importance of exports to each individual's prosperity, to his company's profitability and, in the long term, to the national well-being, we can begin to solve this country's difficulties.'

Many companies, among them many of the most successful, were making a positive effort on these lines. Some of the 2800 firms which were operating under the banner of Export United had really taken the campaign to heart with a great deal of imagination.

Mr Nott cited Bristol Composite Materials Engineering Ltd, which had shown its belief in the value of the campaign by sending a member of the firm on a trade mission to the Middle East. The results of this exercise had been encouraging and the man who went has done much to demonstrate to his colleagues the crucial link between production and selling. 'I hope we shall hear of other companies following this example.'

Scheme launched to send shopfloor staff overseas

A scheme for companies to send shopfloor staff overseas was launched by the chairman of the British Overseas Trade Board, Lord Limerick, on 31 May. The scheme, the Williams and Glyn's Export United travel award, provides a maximum of 12 awards, on a regional basis, worth up to £500 each.

The aim of the awards, said Lord Limerick, was to create a greater involvement among shopfloor staff in exports. 'Our European competitors,' he said, 'send shopfloor staff abroad in connection with export business much more frequently than UK companies.'

The scheme will make it possible for at least 12 shopfloor staff – nominated by their companies and selected by Export United regional committees – to see ways in which their companies' products or services are put to use overseas. Candidates for awards will be judged on the basis of the programme of activity outlined by the company, and the suitability of the candidate bearing in mind the importance of being able to communicate to others, both abroad and in the UK afterwards.

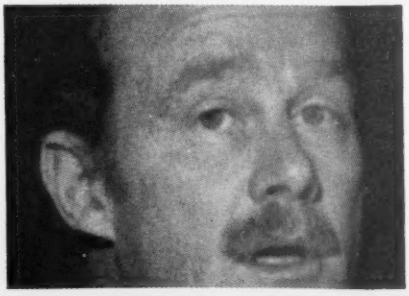
Judging for the awards will be by the Export United regional committees, and a representative from Williams and Glyn's in the following areas North east, North west, Yorkshire and Humberside, east Midlands, west Midlands, South west, Scotland, Wales, Northern Ireland, Eastern region (north of the Thames), Southern region (South of Thames).

Closing date for applications is 30 September. Application forms are obtainable from the Export United Office, BOTB, 1 Victoria Street, London SW1H 0ET, tel 01-215 5180, or from branches of Williams and Glyn's Bank.

Export United conference

Lord Limerick also announced that a major conference about Export United was being held with the Greater London Council and the London Chamber of Commerce and Industry at County Hall on 28 June.

Be involved in exports: Limerick



US shipping indictment causes 'grave concern'

'Grave concern' has been expressed by John Nott, Secretary of State for Trade, at the announcement in Washington of criminal indictments alleging violations of United States' anti-trust legislation by a number of shipping companies and individuals. The companies named included two European consortia in which there is a substantial British element and two British nationals.

Mr Nott had discussed the matter with Cyrus Vance, US Secretary of State, during his visit to London last week and emphasised the UK government's grave concern to him.

Shipping was an international activity and, Mr Nott said, it affected the interests of both countries. 'Any questions that arise should be dealt with jointly and we consider it wrong in principle for the United States to exercise unilateral control over shipping between the two countries in disregard both of our economic interests and of our shipping policies.'

In the light of this latest development, Mr Nott explained the UK would be reviewing its attitude towards co-operation with the United States in anti-trust questions and on the enforcement in the UK of its anti-trust judgments.

For the future the UK looked to the United States to adopt a flexible and responsive approach to further discussions with a view to reaching long-term agreement between the two countries on shipping matters, he said.

The two UK companies concerned are Atlantic Container Line Ltd and Dart Containerline Ltd, both of Southampton. The two British nationals are Philip Bates, chairman of Atlantic Container Line Services Ltd and David Hall, formerly deputy chief executive of Dart Containerline.

US automotive market: seminar on original equipment

A wider market is opening up for British automotive equipment manufacturers in the United States.

As energy problems turn the minds of United States' motor manufacturers towards smaller cars, and in particular front-wheel drive vehicles, so they are turning to Europe for the experience.

So that as much of Britain's original equipment sector (OEM) is aware of the opportunities the Society of Motor Manufacturers and Traders, with the support and co-operation of the Departments of Trade and Industry, is mounting a one-day seminar on the subject at the Metropole Hotel at the National Exhibition Centre near Birmingham on 25 June.

A number of British original equipment manufacturers are already selling successfully in the United States. Some have their own offices in Detroit, some employ manufacturers' agents.

The main aim of the seminar will be to

inform and help other companies which have not looked at the opportunities which exist, although companies already in the market will also find it useful

Three main speakers, Mr E. W. Busby, the consul (commercial) from the British consulate-general, Detroit; Mr R. L. Best, director of sales, GKN Automotive Components Inc of Detroit; and Mr T. M. Bolz, president of the Gerard Thomas Co Inc will present papers covering the market for original equipment, methods of establishing a base and an explanation of the role of the manufacturers' agent.

Other subjects will include the entry of the British manufacturer into the market, financial aspects of establishing a United States base and government export services available through the British Overseas Trade Board. The seminar will be concerned only with the original equipment market. It will have no bearing on after-market sales.

Information about the seminar may be obtained from Mr W. S. Cottrell, Overseas Department, SMMT, Forbes House, Halkin Street, London SW1X 7DS, tel. 01-235 7000.

'Selling to public authorities in Canada': revised edition published

A revised and updated edition of the booklet 'Selling to public authorities in Canada' has just been issued. The booklet, first published in 1974 has been revised for the British Overseas Trade Boad by the commercial department of the British high commission in Ottowa and British government offices throughout Canada.

Its purpose is to help British companies sell to the public authorities in Canada by explaining the size and nature of Canadian public procurement and the procurement policies and procedures of the various authorities.

In the financial year 1977-78 the federal government's Department of Supply and Services placed contracts for goods and services worth 2.416 billion Canadian dollars, and this figure does not include construction contracts dealt with by the Ministry of Public Works.

The booklet also covers provincial government procurement, and names and addresses of regional directors of supply are given.

Copies of the booklet can be obtained from BOTB Publications Sales Unit, Export House, 50 Ludgate Hill, London EC4M 7HU, price 75p plus postage.

Mid-east peace treaty provides opportunities for British exporters

As a result of the recent peace treaty between Egypt and Israel, there are new opportunities for British exports to Israel. Up-to-date information on these developments will be provided at a series of seminars in London, Glasgow, Manchester, Leeds and Birmingham between June 19 and July 9.

The main speaker at the seminars will be Mr C. H. Imray, commercial counsellor at the British embassy in Tel Aviv.

The Israelis will be transferring their military installations from the Sinai to the southern part of the country and their own resources are already too stretched to take on all the work involved. They are interested in subcontracting work (with United States firms being main contractors), turnkey projects and various types of capital equipment.

Details of the seminars are available from the chambers of commerce in London, Glasgow, Manchester, Leeds and Birmingham and from the British Overseas Trade Board's trade group for Israel, Michael House, Baker Street, London W1A 1DN tel. 01-935 4422 ext. 7477.

Business travel possible to parts of Uganda

It is now possible for businessmen to visit the Kampala, Entebbe and Jinja areas of Uganda, though travel to other areas is still not advised. Hotel accommodation, however, is in very short supply and petrol supplies are intermittent.

The British high commission cannot offer any assistance with travel arrangements and assistance in other respects is limited at present.

A Ugandan immigration service has not yet been established, but checks are being instituted at Entebbe airport and border posts. Because of an outbreak of cholera in Toro district, vaccination is now a Ugandan entry requirement. Visitors should obtain a letter of permit from Mr Ofungi, IPS Building, Nairobi, or from the Uganda High Commission, Uganda House, Trafalgar Square, London WC2.

Davy wins major steelworks order

A contract which is expected to bring some 35 000 man years of work to the north-east of England, Yorkshire, South Wales and Scotland has been won by Davy-Loewy of Sheffield.

The contract, the largest in Davy's history and worth $380 million, has been placed by Metalurski Kombinat Smederevo, an established steelmaker in Serbia. It covers the engineering and supply of a large cold-rolling mill complex to produce steel sheet and strip, which will form the principal part of a large-scale development by MKS expected to cost about $660 million.

Finance for the contract of about $580 million, which includes a Eurodollar loan of $200 million, has been arranged for the project by Grindlay Brandts Ltd, the London merchant banker. The $200 million Eurodollar loan will go to finance other work which is necessary in connection with the project, such as civil engineering, road making, provision of buildings, up to the construction of the main plant which Davy engineers will supervise. In addition, supplementary finance to the extent of $80 million will be provided under an agreement to be negotiated.

Avoid Belgrade in early October, embassy advises

As the conference of the International Monetary Fund will be held in Belgrade between 2 and 5 October, business and private visitors will find that all available hotel and other accommodation has been reserved by delegations.

Belgrade will, the British embassy advises, be a good place to avoid at that time, and for a few days leading up to and following the conference.

Liberia: immigration control

Liberia's immigration authorities have cancelled, with immediate effect, arrangements where travellers are able to obtain entry visas on arrival into the country.

This situation will prevail until the end of the Organisation of African Unity summit meeting which is to be held in Monrovia between 16 and 19 July.

Intending business visitors should consult the Liberian Embassy, 21 Princess Gate, London SW7.

Latest UK developments on show at Achema

Developments in British chemical engineering and technology will be on show at the Achema exhibition being held in Frankfurt, from 17 to 23 June. More than 80 companies sponsored

Minister meets chemical survey delegation

Lord Trenchard, Minister of State at the Department of Industry, meets members of the chemical industry survey delegation from the Peoples Republic of China on 31 May. The 14 members of the mission led by Jia Quingli, Vice Minister of the Ministry of Chemical Industry, are visiting the UK from 31 May to 18 June to gain a comprehensive view of the British chemical industry and to explore possible avenues for technical and economic co-operation. They will be visiting chemical sites and plastic production units in the home counties, the north of England and Scotland including those of ICI, Shell Chemicals UK, BP Chemicals Dunlop and International Synthetic Rubber.

by the British Overseas Trade Board are taking part in joint ventures sponsored by the Scientific Instruments Manufacturers Association, the Process Plant Association and the British Laboratory Ware Association.

Many new British products will be exhibited for the first time, including a simultaneous thermobalance-differential thermal analyser, pipette controllers, a mini-computerised multi-channel data processor, an integrated electronic process control system, a lightweight compressed air distribution system and a range of electronic and mechanical balances.

Manila conference on new enterprises

Manila, Philippines, will be the venue for an international conference on new enterprises (Icone). To be held from 24 to 29 June, Icone will concentrate on stimulating co-ventures in small and medium-scale industry in developed and developing international markets.

A number of companies have said that they will be attending but further applications are invited.

Details can be obtained from William McCrea, chairman, Project Icone, Box 407, Worthington, Ohio, USA, 43085, telex 245436 Phoenix Wogn.

Chamber plans conference on Europe and Middle East trade and transport

In collaboration with Brown, Mansell and Associates Ltd, consulting and research economists, the middle east and north Africa section of the London Chamber of Commerce and Industry is organising a day conference on 18 July with the object of identifying the main problems in Europe/Middle East transport and future strategies.

Speakers will include: J. F. R. Brown, managing director, Brown Mansell and Associates and Dr G. Giannopoulos, adviser to the Greek Minister of Transport who will speak on European and Middle East trade and development over the next 10 years, giving particular attention to the secondary effects of the oil crisis and to the enlargement of the EEC; M. G. Billet, secretary general of the European conference of ministers of transport from Paris who will deal with transport routes and services between Europe and the Arab world; R. P. Duffy, Road Haulage Association and A. N. Jones, P&O Freight Forwarders, who will speak on road freight and forwarding services with emphasis on prospective developments; H. Gasser, German Federal Railways/Combiverkehr and F. W. Hammond, Sealink (UK) Ltd, who will deal with continental rail ferry and freight services; D. S. Daley, MAT Transport International Group Ltd, who will speak on Mediterranean and deepsea shipping services – new services, rates and connections with other transport services and facilities; and R. Havers, British Caledonian Airways and R. E. Harris, British Airways Cargo, who will speak on scheduled air freight and air freight charter services, capacity, rates and distribution costs.

The conference will be chaired by Christopher Pittam, of the international transport division, Department of Transport, and there will be an opportunity for panel discussion in which Dr Ch Woelker, Under Secretary, at the German Ministry of Transport, and a representative of the Saudi Ministry of Planning will take part.

Certificates of Origin: issuing bodies

The following organisations have been designated, by the UK government, for the purpose of issuing certificates of origin under article 11 of the International Convention relating to the Simplification of Customs Formalities 1923:

Aberdeen Chamber of Commerce
Ayr Chamber of Commerce

Barnsley and District Chamber of Commerce
Birmingham Chamber of Industry and Commerce
Blackburn and District Incorporated Chamber of Industry and Commerce
Bolton Chamber of Commerce and Industry
Boston and District Chamber of Commerce
Bradford Chamber of Commerce
Bristol Chamber of Commerce, Industry and Shipping
Burnley and District Incorporated Chamber of Commerce and Industry
Burton upon Trent and District Chamber of Commerce and Industry
Bury and District Chamber of Commerce

Calderdale Chamber of Commerce and Industry (Bradford and Halifax)
Cambridge Chamber of Commerce
Cardiff Chamber of Commerce and Industry
Carlisle Chamber of Commerce
Central and West Lancs Chamber of Commerce and Industry
Central Scotland Chamber of Commerce (Falkirk)
Chester and North Wales Chamber of Trade
Chesterfield and District Chamber of Commerce
Colchester and District Chamber of Trade and Commerce
Coventry Chamber of Commerce and Industry (Incorporated)
Croydon Chamber of Commerce and Industry

Derby and Derbyshire Chamber of Commerce and Industry
Doncaster Chamber of Commerce (Incorporated)
Dorset Chamber of Commerce and Industry (Incorporated) (Bournemouth)
Dudley and District Chamber of Commerce (Incorporated)
Dundee and Tayside Chamber of Commerce and Industry

Edinburgh Chamber of Commerce and Manufactures
Exeter and District Chamber of Commerce and Trade

Federation of Sussex Industries and Chamber of Commerce (Brighton)

Glasgow Chamber of Commerce
Gloucester and County Chamber of Commerce
Goole Chamber of Commerce and Shipping (Incorporated)
Grantham Chamber of Commerce
Great Yarmouth Chamber of Commerce
Greenock Chamber of Commerce and Manufactures
Grimsby and Immingham Chamber of Commerce and Shipping
Guernsey Chamber of Commerce (St Peter Port)

Hertfordshire Chamber of Commerce (Hatfield)
Hull Incorporated Chamber of Commerce and Shipping

Ipswich and Suffolk Chamber of Commerce and Shipping (Incorporated)
Isle of Man Chamber of Trade, Commerce and Industry (Douglas)
Isle of Wight Chamber of Commerce (Newport)

Jersey Chamber of Commerce Incorporated (St Helier)

Kendal and District Incorporated Chamber of Commerce
Kidderminster and District Chamber of Commerce (Birmingham)
Kirkcaldy and District Chamber of Commerce
Kirklees and Wakefield Chamber of Commerce and Industry (Huddersfield and Wakefield)

Lancaster, Morecambe and District Chamber of Commerce (Lancaster)
Leeds Chamber of Commerce and Industry
Leicester and County Chamber of Commerce and Industry
Leith Chamber of Commerce
Lincoln Incorporated Chamber of Commerce
London Chamber of Commerce and Industry (and branch issuing offices at Crawley and Barking)
Londonderry Chamber of Commerce
Lowestoft Incorporated Chamber of Commerce
Luton and District Chamber of Commerce (Incorporated)

Manchester Chamber of Commerce and Industry
Medway and Gillingham Chamber of Commerce (Chatham)
Merseyside Chamber of Commerce and Industry (Liverpool)
Montrose Chamber of Commerce

Neath, Briton Ferry and District Chamber of Commerce
Newark and District Chamber of Commerce and Industry
Newhaven and District Chamber of Commerce [1]
Newport and Gwent Chamber of Commerce (Incorporated)
Northampton and County Chamber of Commerce (Incorporated)
Northern Ireland Chamber of Commerce and Industry (Belfast)
North Staffordshire Chamber of Commerce and Industry (Stoke-on-Trent)
Norwich Incorporated Chamber of Commerce
Nottinghamshire Chamber of Commerce and Industry (and county office at Sutton in Ashfield)

Oldham and District Incorporated Chamber of Commerce
Oxford and District Chamber of Commerce

Paisley Chamber of Commerce and Industry Ltd
Perthshire Chamber of Commerce (Perth)
Plymouth Chamber of Trade and Commerce
Port Talbot Incorporated Chamber of Commerce and Shipping

Reading Chamber of Commerce and Trade
Rochdale and District Chamber of Commerce
Rotherham Chamber of Commerce
Rugby and District Chamber of Commerce

Scunthorpe, Glanford and Gainsborough Chamber of Commerce
Sheffield Chamber of Commerce and Manufactures (Incorporated)
Southampton Chamber of Commerce
South Bucks and East Berks Chamber of Commerce and Industry (and branch issuing offices at London Airport (Heathrow) and High Wycombe)
Southend Chamber of Trade, Commerce and Industry
South-East Hampshire Chamber of Commerce and Industry (Portsmouth)
South of Scotland Chamber of Commerce (Incorporated) (Hawick)
Stockport Chamber of Commerce and Industry
Swansea Chamber of Commerce and Shipping (Incorporated)
Swindon Chamber of Commerce

Teesside and District Chamber of Commerce and Industry
Telford Chamber of Industry and Commerce Ltd
Royal Tunbridge Wells Chamber of Trade
Tyne and Wear Chamber of Commerce and Industry (Newcastle upon Tyne)

Walsall Chamber of Commerce and Industry
Warrington Chamber of Commerce
City of Westminster Chamber of Commerce
Widnes Chamber of Commerce
Wigan and District Incorporated Chamber of Commerce
Wirral Chamber of Commerce
Wolverhampton Chamber of Commerce and Industry
Worcester Chamber of Commerce

[1] Does not certify movement certificates.

Information for exporters

Exporters are informed that foreign customs authorities may refuse certificates of origin other than those issued by organisations designated by the Department of Trade and listed above. Exporters are advised that difficulties may also arise over documents which do no more than authenticate the signature of the declarer (even if the signature of the declarer is later officially authenticated).

Refusal by foreign customs authorities to accept certificates of origin or difficulties arising, for the reasons given above, are almost bound to lead to delay in delivery of the goods concerned and may, in certain circumstances, lead to forfeiture of the goods, or in the imposition of financial penalties, or both.

Chambers of commerce seeking designation to issue certificates of origin universally acceptable to foreign customs authorities under the provisions of international conventions should apply in the first instance to the Association of British Chambers of Commerce, 6-14 Dean Farrar Street, London SW1H 0DX, as the ABCC acts as an advisory body to the Department of Trade on these matters.

The list previously published in *Trade and Industry* of 1 December 1978 is hereby cancelled.

Carriage of Post Office surface mail to USA and Canada.

The Post Office is inviting tenders for the carriage of surface mail in containers from the United Kingdom to USA and Canada for a period of one year from 1 September 1979.

Forms of tender, which must be returned by 2 July 1979 can be obtained from:

Overseas Post Division, Room 130,
Postal Headquarters Building,
St. Martin's-le-Grand, London EC1A 1HQ.
Telephone: 01-432 5999.

The Post Office

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01-242 9478

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51-53 HATTON GARDEN
LONDON, EC1N 8QJ
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Overseas trade exhibitions

Plenty of flannel at Interstoff

From R. Weatherburn, British consulate-general, Frankfurt

At the forty-first Interstoff, which took place in Frankfurt from 15 to 18 May, 809 exhibitors from 28 countries showed their 1980 spring and summer ranges of fabrics for men's and womenswear.

In spite of the pessimistic press reports before the opening of the event, Interstoff surprised the majority of observers and exhibitors by getting off to a lively start. The fair organisers claimed that on this occasion Interstoff attracted 24 500 trade buyers (an increase of 2 per cent on the previous event) from 77 countries. Two-thirds of these came from outside the federal republic, the majority from European countries. Buyers from France, the UK, Italy and the Netherlands formed the largest contingents followed by those from Belgium, Switzerland, Austria, Scandinavia, and Spain. Japanese, United States and Canadian buyers were also much in evidence.

British exhibitors, 139 firms in all, included two joint venture groups, made up of 111 firms sponsored by the British Overseas Trade Board and National Wool Textile Export Corporation.

The largest of these two joint ventures was the 68-strong textile group of firms showing a wide and colourful range of textiles for womenswear. Though the tsars of the fashion industry were using bright and vibrant colours, the majority of exhibitors felt that the bulk of business will be done with fabrics in more subdued colours.

Generally speaking, the trend towards quality fabrics and natural fibres was still strong. There was a healthy demand for printed fabrics of cotton, cotton mixtures, woollens and silk. Good quality tartan fabrics proved to be as popular as ever. Exhibitors of corduroy were still riding high and enjoyed an extremely successful fair. Stretch corduroy, still very popular, was thought to have reached its peak.

Manufacturers of shirtings also had a good fair.

The second joint venture, of 43 firms, showed a range of textiles for menswear. The November event is the most important of the biannual Interstoff fairs for members of this group, but on this occasion the exhibitors of woollen cloths (flannel) experienced a notably high demand for their type of fabric.

Exhibitors of worsteds found the going correspondingly more difficult, but firms showing sports jacketings, still benefiting from the trend towards the sporting country look in both male and female fashion, and did very good business.

In spite of the satisfactory results there it was recognised that the future prosperity of the clothing textile industry depended in the end on its ability to keep price increases to a minimum.

The average price increase at Interstoff was around the 2 per cent mark but the forecast for the whole of 1979 was between 4 per cent and 8 per cent, many factors, such as cost of energy and raw materials, lying outside the industry's control.

Nevertheless, the majority of British exhibitors were encouraged by the outcome of the fair to feel more confident about the immediate future of the European clothing textile industry.

High level of inquiries at Interclean

From H. E. W. Ellis, British embassy, The Hague

The biannual exhibition for the industrial cleaning industry closed at the RAI Exhibition Centre after four highly successful days for the British exhibitors. A total of 413 stands filled the exhibition halls to capacity and over 180 different products were on show covering the whole spectrum of the cleaning industry. These ranged from the latest developments in refuse collection and roadsweeping vehicles right down to the humble dishcloth.

The British contingent, some 32 companies in all, were well aware that Interclean is the European shop window for the industry. For several companies, Interclean was the third major exhibition in 12 months, as they had previously exhibited at Internet 78 at Paris and IGB 78 at Düsseldorf.

Almost without exception the companies were highly satisfied with the quality of the inquiries received and in most cases too, the quantity. One exhibitor received so many inquiries that even if only 10 per cent resulted in firm orders, his company would find it difficult to handle such a volume of business. Another said that he could count on meeting so many worldwide visitors that he did not need agents to handle the inquiries, he could deal direct. A regular Interclean exhibitor said his investment was beginning to pay off in that visitors who had seen his stand at previous exhibitions were now showing far more interest.

One feature of the British joint venture was its cohesion, and the good atmosphere existing throughout the 'pavilion' was obvious. Sponsored by the British Overseas Trade Board and the British Electrical Appliance Manufacturers' Association (who also manned a central discussion lounge throughout the show), Interclean '79 was an undoubted success. For Interclean '81 the omens are therefore very good, and even more British exhibitors can be expected to attend. Attendance figures have been rising, lending even more evidence to the theory that Interclean should not be missed.

Newcomers impress at Danish food fair

From Margaret Maxwell, British embassy, Copenhagen

Thirty British firms exhibited at the fifth international food fair at the Bella Center Copenhagen, opened on 22 May by Niels Anker Kofoed, the Danish Minister of Agriculture.

The British joint venture was sponsored by the British Food Export Council (BFEC) and the British Overseas Trade Board. BFEC has extended the scope of its membership since the last food fair in 1977 and it now includes among its members exporters of some agricultural and horticultural products such as carcase meat and fresh and frozen fruit and vegetables.

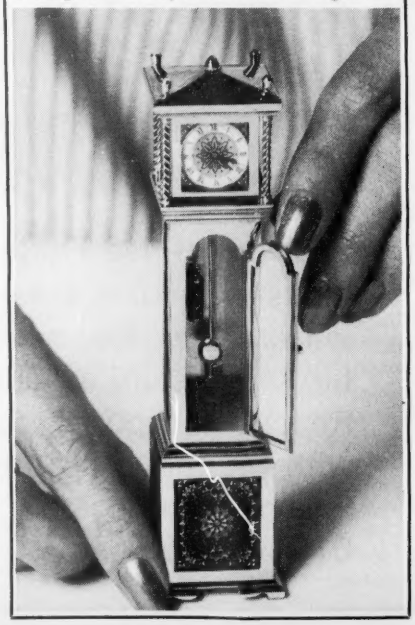
The British biscuit and confectionery manufacturers who originally formed BFEC have become well established on the Danish market and it was encouraging to see them joined by Bartlett Foods (UK) from Cromer, Norfolk, and Frozen Quality Ltd from Bedford selling frozen vegetables and fruit.

Despite the strong competition from the producers of vegetables in France, Holland and Germany, both the British firms, who were exhibiting in Copenhagen for the first time, reported a number of worthwhile inquiries. On the first two days of the fair the number of trade buyers was up by 50 per cent.

Alan Battle, director of the BFEC, says the British food industry intended to continue branching out into other lines.

US debut for clock of gold

This beautiful miniature working model of a grandfather clock is in the collection of high class objet d'art and jewellery McCabe McCarty of London will be introducing for its United States debut at the international jewellery trade show and conference in Chicago to be held from 11 to 13 August.



Other newcomers were the Milk Marketing Board, which successfully introduced English cheeses to the Danish public, and Roger Avins of Hall Fine Food Exporters, which introduced Taylors Teas, and a range of bottled fruits and jams. He reported that the fair had helped him meet some good trade contacts.

Many of the exhibitors are already well established on the Danish market. Merrydown Wine is well known for its mead, honegar and apple vinegar. Sodastream, through its Danish agent Poul-Erik Baek, has had a considerable success here. On the Faroe Islands, Geo Bassett International sells an almost unbelievable quantity of liquorice allsorts and Tate and Lyle is well known for its cane sugars and syrups.

Macropak makes an attractive package

From the British embassy, The Hague

Packaging in the Netherlands accounts for 2 per cent of the turnover of Dutch industry and its showplace is the triennial Macropak exhibition held this year at Utrecht from 14 to 19 May.

The fair continues to attract all the major buyers from northern Europe. For this reason, the British exhibitors, most of whom have representatives here, consider Macropak an excellent place to demonstrate their machinery and so assist their agents' efforts in this packaging-conscious market.

The exhibition got off to a slow start but attendances picked up quickly after the opening day. The attractively designed joint venture stand sponsored by the Institute of Packaging and the British Overseas Trade Board was well located at the junction of two halls. The 23 British firms in the joint venture thought the location had played a part in attracting the numbers of visitors which they received.

Macropak is an ideal place to introduce new developments to potential customers. Lin Pac displayed its new square lids. Metal Closures demonstrated a new single-head automatic capping machine and Precision Packaging's self-adhesive labeller had its first showing in the Netherlands. Representatives of all the firms commented on the high-quality of inquiries which they received.

Companies rarely make immediate sales at Macropak but the exhibition offers a chance to demonstrate new products, to meet and discuss problems with senior buyers and to meet existing and new customers. In this it succeeds very well and firms are looking forward to returning in 1982.

'T & I' index inquiries

Readers wanting to know when articles and items of information were published in *Trade and Industry* should consult the published indexes which are issued free to subscribers. For material published in recent months, inquiries of this kind can be made to the Department of Industry Library's indexing section, tel. 01-215 5842 or 01-215 5879.

Top-end place for UK furniture in Japanese market

From George Julian, British embassy, Tokyo

The Japanese furniture market looks like growing and local manufacturers – constantly improving their standards – plan to hold a regular international furniture show in Tokyo from November this year.

Imports must therefore concentrate on the quality, upper-end of the market. The sustained interest shown in Japan by the UK industry has enabled the British exporter to hold his own in this challenging market.

Against this background a fourth British furniture exhibition, organised by the BFM Exhibitions Ltd, was held at the British Export Marketing Centre Tokyo from 15 to 19 May.

'This is a new market for me; I came here with no great expectation but I have done exceedingly well,' said Mr Clements of Clements International Upholstery. Similar comments were heard from most of the nine other exhibitors. Several companies were new to the Japanese market. Seven were seeking agents for the first time, yet by the end of the exhibition two firms had decided to participate in the international furniture fair in November, and three others said they are seriously considering doing so.

Although in Japan business does not always result from a first visit, sales at the show exceeded £150,000, compared with £110,000 at the previous exhibition and most exhibitors were able to establish useful contacts which should lead to increased future sales.

A wide range of British furniture was shown, including Wood Brothers and Jaycee's solid tudor styles, Elva Furniture's delicate regency designs, PMA's dining room collection, Priory Furniture's wall cabinets, the dignified comfort of Traditional Leather Upholstery's products, the modern concepts of Pieff, Frayling's neat and striking knockdown ranges, and Chippy Heath's telephone tables. Somewhere at the top end of the Japanese market there is a place for all of them.

Britain exhibits at two Yugoslav fairs

. . . Novi Sad agricultural show . . .

From P. Newall, British embassy, Belgrade

For the first time for a number of years British firms took part in a joint venture sponsored by the British Agricultural Export Council and the British Overseas Trade Board at the forty-sixth international agricultural exhibition at Novi Sad from 11 to 20 May.

Two British Agricultural Export Council missions to Yugoslavia in 1978 had come to the conclusion that there is considerable market potential here for sales of agricultural equipment, technology and livestock. Attendance at this fair was seen as an essential part of the process of penetrating this difficult market.

Trading patterns in Yugoslavia are such that few orders, if any, are placed at fairs, so the value of the presence here of UK firms has to be measured by the level of interest generated by the exhibits and the number of contacts made.

British companies participating were, British United Turkeys, Christy and Norris, Mather and Platt, Burgess and Co, Simpsons, both of Spalding, Scottish Potato Exports and Wright Rain.

Other British firms were separately represented through their agents and two firms were exhibiting as part of a group put together for the first time at Novi Sad by the Australians.

Useful contacts were made or followed up by all companies, and there is reason to hope that reasonable business will ensue.

. . . Zagreb medical fair

From Tony Morey, British consulate-general, Zagreb

Eleven British companies, under the sponsorship of the British Surgical Export Group, took part in a joint venture with the British Overseas Trade Board in the tenth jubilee international 'medicine and medical aids' exhibition in Zagreb from 14 to 20 May.

This is a biennial show which has been marked by successful British joint ventures for a number of years. This year was no exception and most of the British exhibitors (including several outside the joint venture) went away with sizeable confirmed or prospective orders. Many were also able to take advantage of allocations of foreign exchange for the fair which allowed them to sell their exhibits to local customers once the exhibition was over.

In spite of certain difficulties which Yugoslav doctors and hospitals face in obtaining foreign exchange for medical imports, the country's needs remain strong in the continued absence of a highly developed medical equipment industry.

Things are, however, changing and overseas suppliers will have increasingly to consider entering into co-operation arrangements, or manufacture under licence agreements with Yugoslav enterprises to retain market position.

Meanwhile, the keen competition was demonstrated by the appearance this year of nearly 400 exhibitors (compared with 300 last time) from 17 countries.

EXPORT SEMINAR

EXPORT — NEW PROFIT OPPORTUNITIES FOR YOUR BUSINESS

This will be held at the Institute of Marine Engineers, 76 Mark Lane, City of London EC4, Tuesday 26 June 1979

PROGRAMME

A team of expert speakers will talk on:

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- Documentation for Exports
- Invoicing and Foreign Currency Transactions
- Alternative Methods of Transportation Routing and Comparative Costs
- Insuring the Credit Risk

Particular attention will be paid to dealing with revised and updated documentation and short-term government legislation, and you will have an opportunity to discuss your own particular problems personally with speakers at breaks.

FEE £75.00 (+ £6 VAT)
includes lunch, coffee, tea and full documentation

FURTHER INFORMATION FROM:
Elizabeth Houpt,
Andry Montgomery Conference Division,
11 Manchester Square, London W1M 5AB
Telephone 01 486 1951 *Telex* 24591

ECGD cover for overseas fairs

As a supplement to the ordinary insurance policy exporters have with Export Credits Guarantee Department (ECGD), cover is available for goods exhibited at fairs overseas against the rather special risks involved.

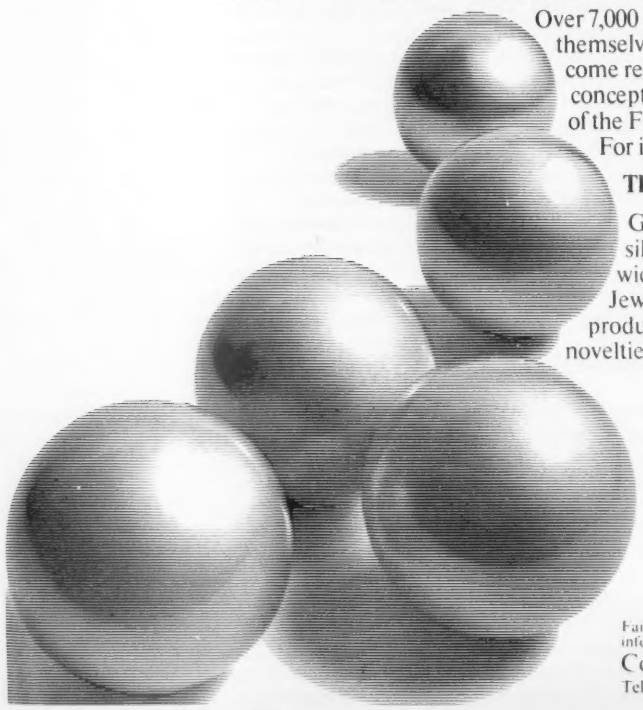
The standard cover includes sales at overseas fairs
Sales made at overseas fairs are covered under the standard ECGD policy against eventualities of loss, such as the insolvency of the buyer or his default, or exchange difficulties preventing transfer of payment from the buyer's country.

Special cover
Under a special policy supplementary to an exporter's main policy, ECGD can cover also the risks of loss arising while the goods are being exhibited or are on their way to be exhibited.
The risks covered are loss caused by destruction or damage resulting from war (including 'civil war, hostilities, rebellion and insurrection') occuring in the country where the goods are being exhibited or in a country through which the goods are travelling on their way to be exhibited,
or war between any of the countries involved,
or the requisition or confiscation of the goods in these countries,
or any measure or decision in the country where the goods are exhibited which prevents their re-export to the UK.
For more information about this special cover, get in touch with the nearest regional office of ECGD.

ECGD's head office is at Aldermanbury House, Aldermanbury, London EC2. There are regional offices in:

Central London 01-437 2292 **North London** 01-808 4570 **South London** 01-686 9921 **Belfast** Belfast 31743 **Birmingham** 021-233 1771 **Bristol** Bristol 299971 **Cambridge** Cambridge 68801 **Glasgow** 041-332 8707 **Leeds** Leeds 450631 **Manchester** 061-228 3621.

Four out of five buyers come to Frankfurt Fair after Fair



Over 7,000 of our visitors stay for the full four days. Sixty percent give themselves two days and longer. Four out of five trade buyers come regularly. And 90% are satisfied all-round with the concept of this Fair. These figures alone speak for the achievement of the Frankfurt International Fair.
For its quality, its topicality, its continuity.

That's where you must go.

Glass china ceramics, cutlery, flatware, fine metalware, silverware. Arts and crafts, home accessories, wickerwork. Lamps and light fittings. Smokers' requisites. Jewellery. Paper, office supplies, stationery. Cosmetic products and hairdressing requisites. Advertising novelties, decoration articles.

Frankfurt International Fair
August 26th– 29th 1979

Fair admission tickets (advance sale at reduced rates) information and travel tips are available from:
Collins & Endres, 36, Sackville Street, London WIX 1DB,
Telephone: 01-734 0543. Telex: LOP G Ldn 262236

Overseas trade export services

Viking launches new Abu Dhabi service

Gatwick-based broker Viking Air Freight has started a once-weekly split charter service to Abu Dhabi.

The new service leaves Gatwick every Thursday – arriving the same evening in Abu Dhabi – and returns the following day.

In addition to the regular charter rates offered by Viking, shippers and agents can also take advantage of the Viking Express air parcel service introduced last month. Viking Express provides a guaranteed delivery of consignments up to 10 kg within 48 hours of collection from customer door from points in the UK and the Gulf.

Further information: circle 452

BTM arrangements for Moscow Fiata congress

Barry Martin Travel is offering a selection of inclusive travel and accommodation arrangements for the sixteenth Fiata (Federation internationale des associations transitaires et assimilees) congress which is being held in Moscow from 9 to 13 September.

Exhibitors and visitors to the congress can choose BMT's group travel package leaving London on 8 September, returning on 14 September, or the individual package with optional departure and return dates. Both offer substantial savings on the normal rates for Moscow, but travellers must spend at least six nights in the Soviet Union.

Single and twin-room accommodation is available – all with bathrooms. Airport/hotel transfers on arrival and departure are included as well as daily transfers between hotel and congress, and guided tours of the city.

BMT services include visa delivery and collection to and from the Soviet Embassy in London, and their own fully experienced on-site representative in Moscow.

Further information: circle 453

ACE begins new groupage services

New groupage services introduced by African Container Express (ACE) will enable exporters in south-west England, the midlands, Leeds and Manchester to save time and reduce haulage costs, the company says.

ACE has introduced continuous receiving groupage to Freetown, Monrovia, Abidjan, Tema, Lome, Port Harcourt and Douala from its Manchester and Birmingham bases.

Up till now only ACE groupage bases in London and Liverpool had been able to accept cargo for these destinations.

ACE, the container operator for UK/West Africa Lines already operates groupage services to Apapa, Nigeria, from London, Bristol, Cardiff, Birmingham, Manchester, Liverpool, Glasgow and Dublin.

Further information: circle 454

BFI switches to Gt Yarmouth

Roll on-roll off operator BFI West Africa Lines Ltd has switched its fortnightly Nigerian service to Great Yarmouth for the immediate future. The first departure from this port was on 11 May, when the 114-trailer ferry *Admiral Nigeria* sailed with an 80 per cent load for west Africa.

BFI West Africa Lines says, the service was switched from Felixstowe as a result of congestion.

Service expanded

BFI West Africa Lines is best known for the UK to the continent to Nigeria ro-ro service which started in 1975. In the past year the scheduled service has been expanded to include the Ivory Coast (Abidjan) and Liberia (Monrovia). The Ghanaian port of Tema has also been regularly served.

Further information: circle 455

Anchor goes Arabic

Anchor Global Transport of Felixstowe has added an Arabic translation facility to its services to clients as the company believes that many Arabic countries will make mandatory presentation of invoices in Arabic.

Anchor's fastest growing Middle East destination is Saudi Arabia. In 1978 traffic was about two containers a month. This year it has been running at between 25 and 30 containers a month – half the total Middle East cargo. The remainder goes to the United Arab Emirates.

Anchor collect ex-factory from anywhere in the UK or clients can deliver to a number of depots throughout Britain. Full container loads are consolidated at Felixstowe.

Further information: circle 456

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Export publicity for industry

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, which is concerned with collecting from industry items suitable for dissemination overseas by way of government information services. The COI is interested in news items, feature article material, photographs, tape recordings for radio, and films for television and other screening. Contact should be made with the nearest regional office covering your area.

Northern
Central Office of Information,
Andrews House, Gallowgate,
Newcastle upon Tyne NE1 4TB.
Tel. Newcastle (0632) 27575 (after office hours 23069).
Telex 53277.

Yorkshire and Humberside
Central Office of Information,
10th Floor, City House,
New Station Street, Leeds LS1 4JG.
Tel. Leeds (0532) 38232 (after office hours 38330).
Telex Econplan 55472 Messages to be prefixed 'for COI'.

East Midland
Central Office of Information,
Severns House, 20 Middle Pavement,
Nottingham NG1 7DW.
Tel. Nottingham (0602) 56181.
Telex 37572.

Eastern
Central Office of Information,
Three Crowns House, 72-80 Hills Road,
Cambridge CB2 1LL.
Tel. Cambridge (0223) 58911 (after office hours 54924/55022).
Telex 81187

London and South Eastern[1]
Central Office of Information,
Atlantic House, Holborn Viaduct,
London EC1N 2PD
Tel. 01-583 5744
Telex 264513 Messages to be suffixed 'for London region'

[1] National companies in central London, and particularly those with UK subsidiaries or branches, which require overseas publicity should consult Industrial Section, Central Office of Information, Hercules Road, London, SE1 7DU (tel. 01-928 2345 ext. 271, telex 915444).

Southern
Central Office of Information,
Market Place House,
Reading RG1 2EH.
Tel. Reading (0734) 580463 (after 4.30 pm 580463-5).
Telex 848216.

South Western
Central Office of Information,
The Pithay,
Bristol BS1 2NF.
Tel. Bristol (0272) 291071 (after office hours 20843/22463).
Telex 44203.

West Midland
Central Office of Information,
Five Ways House, Islington Row,
Middleway, Birmingham B15 1SH.
Tel. 021-643 8191 (after office hours 643 4010).
Telex 337576.

North Western
Central Office of Information,
22nd Floor, Sunley Building,
Piccadilly Plaza,
Manchester M1 4BD.
Tel. 061-832 9111 (after office hours 832 3191/832 3131).
Telex 667830.

Exporters in Scotland, Wales and Northern Ireland should contact the following offices:

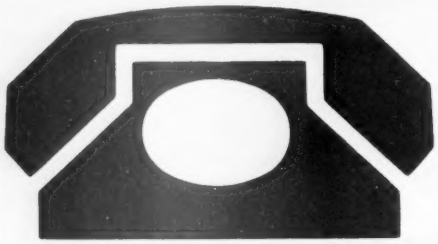
Scottish Office: Scottish Information Office, New St Andrew's House, St James Centre, Edinburgh EH1 3TD (tel. Edinburgh (031) 556 8400, telex 727301).
Northern Ireland Office: Northern Ireland Information Service, Stormont Castle, Belfast BT4 3ST (tel. Belfast (0232) 63011, ext. 201, telex 74163).
Welsh Office: Welsh Office Information Division, Oxford House, Hills Street, Cardiff CF1 2XG (tel. Cardiff (0222) 44171, telex 49327).

OTAR: help for exporters

Overseas Tariffs and Regulations Section (OTAR), Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757) can give you directly, or through your regional office, up-to-date information on the tariffs and customs regulations of overseas countries, import licensing regulations and restrictions including import quotas; certificate of origin; consular invoices and fees; labelling and marking requirements; regulations on foodstuffs, drugs and pharmaceuticals, agency legislation; setting up of a subsidiary company; and the import of samples. It also provides information, in collaboration with the Ministry of Agriculture, Fisheries and Food, on health regulations for livestocks meat, animal products and plants and seeds. In short, OTAR can help on almost all legislation which affects the entry of British goods into overseas countries.

Inquiries which concern the countries of more than one sub-section (excluding inquiries involving only EEC countries) should be made to OTAR's co-ordination sub-section on 01-248 5757 extension 452 or 454.

For information on specific countries, phone the number and extension given below



01-248 5757

extension

Sub-section A

1 Co-ordination of EEC regulations, requirements and common customs tariff (CCT), Denmark, France incl. overseas territories, Greece, Turkey, Cyprus

408 Denmark (incl. Faroe Islands and Greenland). EEC legislation on tariff and non-tariff barriers relative to community trade

423 France and French overseas departments, French overseas territories, Comoros

439 Greece (incl. Dodecanese Islands), Turkey, Cyprus

2 Benelux, Dutch overseas territories, Irish Republic, Italy, Federal Republic of Germany

288 Belgium, Luxembourg, Netherlands, Netherlands Antilles, Aruba, Bonaire, Curacao, St Eustatius, St Martin (Dutch), Saba, Suriname

466 Italy, Irish Republic

467 Federal Republic of Germany

Sub-section B

Efta countries, Spain, Gibraltar, Malta, Israel, Macao

458 Israel, Norway, Gibraltar, Malta

459 Austria, Sweden, Switzerland

460 Portugal, Finland, Iceland, Macao

461 Spain, Canary Islands, Andorra

Sub-section C

1 North America, Bahamas, Bermuda, West Indies

455 Canada

456 USA (incl. Alaska, Caroline Islands, Guam, Hawaii, Mariana Islands, Marshall Islands, Panama Canal Zone, Puerto Rico, Samoa (US), Virgin Islands (US), Wake Island)

7312 Anguilla, Antigua, Bahamas, Barbados, Belize, Bermuda, British Virgin Islands, Cayman Islands, Dominica, Grenada, Guyana, Jamaica, Montserrat, St Kitts/Nevis, St Lucia, St Vincent, Trinidad and Tobago, Turks and Caicos Islands

2 South and central America

474 Argentina, British Antarctic Territories and Antarctica, Cuba, Dominican Republic, Falkland Islands, Haiti, Paraguay, Uruguay, Bolivia, Chile, Colombia, Ecuador, Peru, Venezuela

476 Brazil, Costa Rica, El Salvador, Guatemala, Honduras, Mexico, Nicaragua, Panama

Sub-section D

Africa

462 Algeria, Ceuta and Melilla, Egypt, Equatorial Guinea, Libya, Morocco, Sudan, Tunisia, Western Sahara

471 Angola, Cape Verde, Guinea-Bissau, Jibuti (Djibouti), Malawi, Mauritius, Mozambique, Rwanda, St Helena and Tristan da Cunha and Ascension Islands, Sao Tome/Principe, Seychelles, Somalia, South Africa (with Botswana, Lesotho, SW Africa/Namibia and Swaziland), Zambia, British Indian Ocean Territory

472 Benin, Burundi, Cameroon, Central African Empire, Chad, Congo (Brazzaville), Ethiopia, Gabon, Ghana, Guinea, Ivory Coast, Kenya, Madagascar, Mali, Mauritania, Niger, Senegal, Tanzania, Togo, Uganda, Upper Volta, Zaire

473 The Gambia, Liberia, Nigeria, Rhodesia, Sierra Leone

Sub-section E

Australasia and south-east Asia, eastern bloc, China, Mongolia, Yugoslavia

401 New Zealand, Singapore, Thailand, W. Samoa, Chatham Islands, Cook Islands, Niue Islands, Tokelau Islands, Philippines

468 Australia, Solomon Islands, Cocos (Keeling) Islands, Christmas Island (Indian Ocean), Nauru, New Hebrides, Papua New Guinea, Albania, Bulgaria, Czechoslovakia, German Democratic Republic, Hungary, Poland, Romania, USSR, China, Mongolia, Yugoslavia

469 Brunei, Fiji, Hong Kong, Indonesia, Malaysia, Tonga, Gilbert Islands (incl. Ocean Island, Phoenix and Northern Line Islands), Tuvalu, Norfolk Island, Pitcairn Island

Sub-section F

Middle East (part) and Asia (part)

420 Afghanistan, Burma, India, Pakistan, Japan, Korea Democratic Peoples Republic, Korea Republic of, Taiwan, Yemen Arab Republic, Yemen Peoples Democratic Republic

475 Iraq, Kampuchea (formerly Cambodia), Kuwait, Laos, Lebanon, Vietnam Socialist Republic of, Bahrain, Iran, Oman, Qatar, Syria, United Arab Emirates

7062 Bangladesh, Jordan, Maldives, Nepal, Saudi Arabia, Sri Lanka

Overseas trade country data

Australia

Customs duty valuation. The Customs Amendment Act 1978 which came into force on 10 July 1978 was enacted to eliminate any doubt which might have arisen in particular cases on whether costs of outside packages and packing should be included in the valuation for duty of imported goods.

One such case was recently referred by an importer to the Administrative Appeals Tribunal for review and in the circumstances of that case the firm claimed that the cost of outside packages and packing used for the purpose of transporting motor-vehicle parts to Australia before 10 July 1978 should not be included in in value for duty of the goods. The tribunal agreed with the firm's submission.

The implications of the tribunal's decision is that refund applications for goods imported into Australia before 10 July 1978 will now be considered in those cases where the cost of outside packages and packing had been included in value for duty of the goods and duty paid accordingly, subject .to certain guidelines and conditions.

A copy of the document outlining these conditions etc can be obtained from Department of Trade Room 363, 1 Victoria Street, London SW1H 0ET.

Inquiries: CRE 01-215 5319

Ref: CRE 41544.

Glass-fibre rovings etc. A notice in *Trade and Industry,* 13 May 1977, indicated that Australian industry in this manufacturing sector had requested the government to revise the normal values which were then applicable to imports of these products from UK, United States, Italy and Japan.

As a consequence of a subsequent review, the Minister of Business and Consumer Affairs has directed that imports of these products will be subject to a revised dumping duty with effect from 6 April.

Details of the method by which the amount of duty is ascertained is available from Department of Trade, Room no 363, 1 Victoria Street, London SW1H 0ET.

Inquiries: CRE 01-215 5319.

Ref: CRE 1088/72 CRE 36493.

Plywood. The percentage factors which will be applied for the period 1 July 1979 to 30 June 1980 to plywood falling within tariff item 44.15 are Category A: Marine plywood 100 per cent; Category B: Other plywood 100 per cent.

The validity period will be confined to the same period therefore no extension of validity will be allowed beyond 30 June 1980.

Inquiries: OTAR 01-248 5757 ext. 468/469/401.

Federal Republic of Germany

Registration of service marks. a new law providing for the registration of service marks enacted 29 January 1979, came into force on 1 April 1979.

The new law, which amends the Trade Mark Law of 2 January 1968, applies the regulations on trade marks to service marks and get-ups for services.

Eight classes for the registration of service marks have been added to the classification in the schedule to the 1968 Act which has been re-named 'Classification of goods and services.'

35 Advertising and business; 36 Insurance and finance; 37 Building and repairs; 38 Communications; 39 Transport and storage; 40 Processing of materials; 41 Education and entertainment; 42 Miscellaneous

It should be noted that the proprietor of a registered service mark for which an application was made before 1 April 1980 shall not be able to oppose the further use of a corresponding mark for the same or similar services by another person within the geographical area in which the mark was previously used if the second party had introduced the mark before 1 October 1978.

A copy of the new law, together with an unofficial translation, is available for public inspection in the Chancery House Annex of the Science Reference Library (Holborn Division), Chancery House, Lower Ground Floor, Chancery Lane, London WC2A 1AY.

Malta

Licensing changes. Amendments to the present licensing list have been announced by the Maltese authorities in legal notice 56 of 1979.

The schedule to the principal regulations shall be amended as follows:

a the item 'Chalk' shall be deleted;
b immediately after the item 'Cigarettes' there shall be inserted the item 'Clay flower pots from 15 cm to 23 cm'.
c immediately after the item 'Cotton wool' there shall be inserted the item 'Crash-helmets with tinted sun visors'.
d the item 'Fungicides and pesticides for agricultural use in wettable powder and dry form' shall be deleted;
e the items 'Hairpins, Paper clips and paper pins, Staples' and 'Allen keys' under the heading 'Metal Manufactures' shall be deleted;
f the item 'Tyres, other than new' shall be deleted;
g for the item 'Preserved canned peas, tomatoes and globe artichokes' under the heading 'Vegetables, the following' there shall be substituted the item 'Preserved canned peas and tomatoes';
h the item 'Water taps' shall be deleted;
i for the heading 'Wine, table, the following' there shall be substituted the heading 'Wine, the following'; and
j immediately before the item 'Wine in bottles' under the heading 'Wine, the following' there shall be inserted the item 'Vermouth and Spirits in bulk'.

Inquiries: OTAR 01-248 5757 ext. 458.

Mexico

National industrial plan. Copies of Mexico's national industrial development plan (*Trade and Industry,* 11 May, page 258) are now available for loan. They are in Spanish and in microfiche format only. Applications will be dealt with in strict order of receipt.

Inquiries: Statistics and Market Intelligence Library, Room D16, Export House, 50 Ludgate Hill, London, EC4M 7HU tel. 01-248 5757 ext. 368/369.

Morocco

Import duties. The Moroccan Ministry of Finance has announced further modifications in the customs tariff and changes of duty for item CCCN 87.02.

Inquiries: OTAR 01-248 5757 ext. 462.

Portugal

Tariff amendments. Decree-law 109/79, published in Portuguese *Diario da Republica*, first series, 101, 3 May 1979, provides for increases in certain basic import duties as permitted under the agreements with Efta and the EEC.

The import duties for products originating in the EEC and Efta have also been increased accordingly, and will be reduced by 10 per cent on entry into force of the decree-law and will be completely phased out by 1 January 1985.

The revised rates are all ad valorem whereas most were previously expressed in escudos per kilogram. The decree-law came into force immediately, but goods that were in transit from EEC and Efta countries up to 26 February are excepted and will only be subject to the new rates if action to clear them through customs is taken after 1 May.

Goods within the following CCCN chapters are affected: 29, 39, 40, 44, 55, 56, 68, 69, 70, 73, 74, 76, 82, 83, 84, 85, 90 and 98.

Inquiries: OTAR 01-248 5757 ext. 460.

Import surcharge. Decree-law 110/79, published in Portuguese *Diario da Republica*, first series, 101, 3 May, provided for changes to the import surcharge.

The 20 per cent rate has been reduced to 10 per cent, although the 60 per cent rate has been retained, and revised lists of goods subject to the two rates have been issued. The decree-law came into immediate effect.

Inquiries: OTAR 01-248 5757 ext. 460.

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel. direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757. In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

Singapore

Drugs. The Singapore Minister for the Environment has made regulations that will come into operation on 11 May.

The regulations state that any drug which is sold or offered for sale shall not contain any of the following substances in excess of the following quantities:

Substance	Quantity
Arsenic	5 parts per million (by weight)
Copper	150 parts per million (by weight)
Lead	20 parts per million (by weight)
Mercury	0.5 parts per million (by weight)

This shall not apply to any drug where any of the substances referred to is present as an ingredient or as part of an ingredient of the drug and its strength in the drug is disclosed in a written statement given to a purchaser of the drug at the time of sale of the drug.

Any person who sells or offers for sale any drug in contravention of this regulation shall be guilty of an offence and shall be liable on conviction to a fine not exceeding one thousand dollars.

Inquiries: OTAR 01-248 5757 401/468/469.

South Africa

Customs tariff changes. The following amendments were published in the South African *Government Gazette* of 4 May.

R.925, CCCN 38.17: Specific provision is made for preparations for fire-extinguishers, in liquid form, containing fluorime compounds, and the rate of duty thereon is increased from free to 25 per cent.
R.926, CCCN 40.12: The rate of duty on sheath contraceptives of unhardened vulcanised rubber is amended from 50 per cent or 125c per 100 (general) and 25 per cent or 100c per 100 (MFN) to 25 per cent or 4c each less 75 per cent (general).
R.927, CCCN 44.05: Specific provisions, for statistical purposes, are made for certain wood.
R.928, CCCN 59.08: The rate of duty on certain textile fabrics impregnated, coated, covered or laminated with polyurethane is amended from 50 per cent (general) and 30 per cent (MFN) to 30 per cent (general).
R.929, CCCN 73.40: Specific provision is made for shackles and wire rope, clamps, of iron and steel, and the rate of duty thereon is increased from free to 20 per cent.
R.930, CCCN 85.20: Subheadings 85.20.30.05, 85.20.30.15 and 85.20.30.25 are restated.

Import surcharge
R.931, item 169.00, CCCN 44.00: Consequential to the amendment of tariff 44.05, the following nos have been added to the list of exclusion 44.05.20, 44.05.30, 44.05.40, 44.05.50, 44.05.60, 44.05.70 and 44.05.80.

Industrial rebates
R.932, item 306.10, CCCN 15.07, 15.08, 15.10, 15.11, 29.04 and 29.16: Provision is made for a rebate of the full duty on: a rape seed oil and colza oil, b oxidised soya bean oil and polymerised castor oil, c stearic acid, d glycerol, e sorbitol, f propylene glycol, g acetic anhydride, h tartaric acid, and i distilled monoglyceride for the manufacture of emulsifiers.
R.933, item 312.01, CCCN 59.08: The provision for a rebate of duty on textile fabrics coated or covered with polyurethane, for use as upper material, for covering hills or platforms or for the manufacture of uppers or inner soles, is withdrawn.
R.934, item 312.01 and 312.04, CCCN 40.08 and 51.04: 1 The provision for a rebate of duty of plates, sheets and strip of foam rubber, for the manufacture of footwear is withdrawn. 2 Provision is made for a rebate of the full duty on woven fabrics of man-made fibres (continuous) for the manufacture of artificial flowers, foliage or fruit, and parts thereof.

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

The following amendments were published in the South African *Government Gazette* of 11 May 1979.

R.995, CCCN 56.07 and 59.08: 1 The rate of duty on fabrics commonly known as haircloth and fabrics stiffened with size or the like, and commonly used for interlinings, containing more than 50 per cent cellulosic-fibres (discontinuous or waste) and of a value-for-duty purposes per m² exceeding 35C, is amended from 40 per cent (general) and 8.9C per m² plus 5 per cent (MFN) to 25 per cent or 55C per m² less 75 per cent (general) and 8.9C per m² plus 5 per cent (MFN). 2 Specific provision is made for buckram and similar fabrics for hat foundations and similar uses, woven, containing more than 50 per cent cellulosic fibres, and the rate of duty thereon is amended from 50 per cent (general) and 15 per cent (MFN) to 25 per cent or 55C per m² less 75 per cent (general). 3 The rate of duty on textile fabrics impregnated coated, covered or laminated with preparations of cellulose derivatives or of other artificial plastic materials, of a kind commonly used for interlining is amended from 40 per cent or 20C per m² (general) and 20 per cent or 10C per m² (MFN) to 25 per cent or 55C per m² less 75 per cent (general).

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

Customs tariff application. Customs tariff application list 18/79 published in the South African *Government Gazette*, 1 June, contains an application to the Board of Trade and Industries for increase in duty on the following types of leather,

Flesh splits, classifiable under tariff subheading 41.02.20
Calf leather, of 1.67 m² or more per skin, classifiable under tariff subheading 41.02.40.90
Other bovine cattle leather, classifiable under tariff subheading 41.02.90, and
Imitation patent leather classifiable under tariff subheading 41.08.20

Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Division, Department of Trade, 1 Victoria Street, London, SW1H 0ET. Telephone 01-215 5274.

Spain

Reductions on basic import duty. The Spanish *State Gazette* 12 May, published Royal Decree 1098 of 1979 which had the immediate effect of reducing the amount of import duty payable on the CCCN headings listed below. These reductions affected the normal import duty rates and therefore, in addition, the temporary reductions currently in force for a period of three months from 28 April, and where applicable, the EEC reductions must also be deducted.

84.06B.2, 84.06.D2, 84.10.D.2, 84.10.H.2, 84.62.A.1, 84.63.A.1.(b), 84.63.B, 84.84, 85.04.B.1, 85.08.A.2.3, 85.08.B.2.3.4, 85.20.A.2.3.5, 87.06, 90.27.

Inquiries: OTAR 01-248 5757 ext. 458/467.

Suspension of import duty on ethyl alcohol. The Spanish *State Gazette*, 12 May, published royal decree 1099 of 1979 which had the effect of suspending for a period of three months from 11 April to 10 July, the import duty payable on ethyl alcohol, undenatured, of a strength of 90 degrees or more, classified under CCCN heading 22.08.A.

Inquiries: OTAR 01-248 5757 ext. 488/461.

Syria

Ball point pen refills. The following change in the Syrian import policy has been reported:

Decree number 133, 20 February, states that the Ministry of Economy and Foreign Trade has prohibited the importation by the private sector of all types of ball point pen refills (CCCN number 98.03) and restricted importation to the General Consumption Institution. The address is: Harika, Moawiya Street, PO Box 2552, Damascus.

Inquiries: OTAR 01-248 5757 ext. 475.

Thinners for varnishes. The following change in the Syrian import policy has been reported:

Decree number 98 of 2 February states that the Ministry of Economy and Foreign Trade has decided to permit the importation of thinners for varnishes (CCCN number 38.18B ie for other than industrial use) in containers of five litres with the prior approval of the Paints and Chemicals Industries Company. The address is: Al-Ghouta–Al-Sharkiyeh, Maliha Street, PO Box 1276, Damascus.

Inquiries: OTAR 01-248 5757 ext. 475.

Uganda

Central Tender Board. The Ugandan Minister of Finance has announced the reactivation of the central tender board under the general supervision of the Ministry of Finance.

The board is to start work at once and will be fully involved in awarding contracts, many of which will be related to the rehabilitation of the economy.

Purchases abroad by the Ugandan government will increasingly be placed with foreign government agencies such as the Crown Agents in the UK and the State Corporation of India.

Inquiries CRE 01-215 5226.

British water purifier for Nigerian cosmetics

Purified water from a borehole should not run short at a Nigerian cosmetics factory where this Foster Cambridge Ltd's treatment plant has been installed. Control instrumentation will ensure the supply of clear water regardless of the demand by the production line or the absence of water in the borehole. In the three stage scheme, water pumped from below ground is first treated with chemicals, pH value adjusted and aerated in two successive tanks. From there it is filtered into a 25 000 litre capacity storage tank ready for distribution to points throughout the factory. The plant can process up to 55 000 litres of water per hour.

Statistics

The economy: selected indicators[1]

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
				of which			of which					
			Total	Manufacturing industry	Distributive and service industries excl. shipping	Total	Manufacturing industry	Wholesalers'	Retailers'	Current balance	Visible balance	Invisible balance
	at 1975 prices		at 1975 prices			at 1975 prices				at current prices		
Base of index Series in Stock level at end-1977	1975	£ million	£ million			£ million 34,469	19,995	4,540	3,181	£ million		
1973	103.3	65 586	21 609	3 504	4 674	2 983	1 336	432	624	−999	−2 383	1 384
1974	101.4	64 212	21 173	3 822	4 605	1 462	1 288	361	−180	−3 591	−5 235	1 644
1975	100.0	63 385	20 536	3 522	3 841	−1 625	−1 221	−249	−100	−1 843	−3 236	1 393
1976	102.9	63 540	20 395	3 345	3 926	260	316	131	13	−1 137	−3 601	2 464
1977	104.9	62 954	19 961	3 573	4 325	978	442	266	29	298	−1 744	2 042
1978	108.1	66 397	20 514	3 856	4 677	962	597	− 6	333	254	−1 175	1 429
1976 3rd qtr	103.3	15 934	5 177	849	1 005	163	99	81	46	−411	−1 136	725
4th qtr	104.2	16 007	4 955	856	1 014	259	260	17	27	−315	−966	651
1977 1st qtr	103.8	15 622	4 821	851	1 030	430	235	82	117	−428	−946	518
2nd qtr	104.5	15 551	5 010	879	1 044	293	97	179	4	−297	−779	482
3rd qtr	105.0	15 876	5 057	910	1 103	−70	−6	−80	−59	522	−3	525
4th qtr	106.5	15 905	5 073	932	1 149	325	116	85	−33	501	−16	517
1978 1st qtr	105.9	16 296	5 151	923	1 162	291	38	81	62	−341	−596	255
2nd qtr	108.4	16 487	5 161	963	1 174	280	272	−62	128	146	−173	319
3rd qtr	109.2	16 858	5 147	982	1 162	302	175	45	54	51	−367	418
4th qtr	108.8	16 756	5 055	988	1 179	89	112	−59	89	398	−39	437
1979 1st qtr		16 944 pe		948	1 214		33 p	76 p	87 p			
% change last 2 qtrs on prev. 2 qtrs.	+1.7	+1.1	−1.1	−0.5	+2.4							
on a year earlier	+3.1	+4.7	+0.7	+4.4	+3.5							

	Industrial production		Personal expenditure		Prices and earnings					Labour (UK)			Visible trade (volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices	% increase on a year earlier	Wholesale prices: all manufacturing industry: basic materials and fuel used	Wholesale prices: all manufacturing industry: manufactured products: home sales	Average gross earnings of all employees (GB, all industries and services covered)	Unemployed excluding school leavers and adult students		Unfilled vacancies for adults	Export	Import
				monthly averages						mid-month count	% of total employees	mid-month count	On a balance of payment basis	
	at 1975 prices		at 1971 prices		(not seasonally adjusted)				(old series)				at 1975 prices	
Base of index £m in base year Series in	1975	1975	1971 16,296	thousands	Jan. 1974		1975	1975	Jan. 1970	thousands		thousands	1975 19,463	1975 22,699
1973	109.5	108.3	110.3	137.1	93.5	9.1	58.8	66.7	152.1	611.0	2.6	307.0	97.7	108.8
1974	105.1	106.5	109.0	102.8	108.5	16.0	86.8	81.8	179.1	599.7[2]	2.6[2]	301.6[2]	104.2	109.7
1975	100.0	100.0	106.7	97.2	134.8	24.2	100.0	100.0	226.6	929.1	3.9	148.0[2]	100.0	100.0
1976	102.0	101.4	106.5	104.7	157.1	16.5	127.0	117.3	261.8	1 269.3[2]	5.3[2]	119.7[2]	109.7	105.6
1977	105.8	102.8	103.6	107.1	182.0	15.8	145.6	140.5	288.5	1 378.0	5.7	155.8[2]	118.9	107.2
1978	109.8	103.6	109.2	130.1	197.1	8.3	144.6	153.3	330.2	1 376.5	5.7	210.4	122.9	112.6
1977 1st qtr	105.6	103.9	103.3	102	174.1	16.5	144.8	133.0	280.2	1 333.3	5.5	..	115.9	108.8
2nd qtr	105.5	102.4	102.4	104	181.9	17.4	148.8	139.6	284.4	1 353.4	5.6	154.3	117.7	110.6
3rd qtr	106.2	103.0	104.2	110	184.7	16.5	146.5	143.8	289.1	1 403.1	5.8	153.7	124.6	107.3
4th qtr	105.8	101.8	104.7	113	187.4	13.1	142.2	145.8	300.3	1 422.2	5.9	163.6	117.3	102.3
1978 1st qtr	107.0	102.2	106.4	128	190.6	9.5	140.2	149.2	310.9	1 415.7	5.9	185.9	119.6	113.5
2nd qtr	110.8	104.5	107.9	133	195.8	7.7	146.3	151.8	327.8	1 388.6	5.7	206.3	122.2	109.7
3rd qtr	111.5	105.2	110.7	133	199.2	7.8	144.9	154.8	335.7	1 367.9	5.7	215.2	124.8	114.9
4th qtr	109.8	102.6	111.7	127	202.6	8.1	147.1	157.3	346.4	1 333.7	5.5	234.2	124.8	112.3
1979 1st qtr	108.2 p	101.0 p	110.3	131	208.9	9.6	152.1 p	161.6 p	356.1 p	1 356.7	5.6	232.6		
1978 Apr	111.1	105.1	106.9	130	194.6	7.9	145.1	150.9	324.1	1 403.0	5.8	199.8	124.3	104.8
May	110.1	103.5	108.2	127	195.7	7.7	146.8	151.9	326.2	1 384.8	5.7	205.6	120.5	113.3
Jun	111.1	105.0	108.6	142	197.2	7.4	147.0	152.7	333.0	1 378.1	5.7	213.4	121.9	111.1
Jul	111.7	105.2	111.0	111	198.1	7.8	145.8	153.8	333.2	1 370.2	5.7	211.1	125.7	114.3
Aug	112.2	106.0	111.7	142	199.4	8.0	144.2	154.8	334.7	1 373.4	5.7	211.8	124.5	111.3
Sep	110.8	104.4	109.6	144	200.2	7.8	144.8	155.7	339.2	1 360.2	5.6	222.8	124.3	119.1
Oct	108.5	101.8	110.2	133	201.1	7.8	145.7	156.6	344.5	1 349.9	5.6	231.8	125.9	110.8
Nov	109.6	102.6	110.5	126	202.5	8.1	147.3	157.1	344.5	1 331.7	5.5	234.9	122.5	113.7
Dec	111.2	103.6	113.8	121	204.2	8.4	148.3	158.3	350.1	1 319.6	5.5	235.9	126.0	112.5
1979 Jan	102.6	93.0	109.6	121	207.2	9.3	150.8	160.0	344.7	1 342.1	5.6	235.7	113.1	107.3
Feb	110.4	103.8	110.4	117	208.9	9.6	152.0	161.7	355.6	1 366.5	5.7	228.9		
Mar	111.5 p	106.2 p	110.8	156	210.6	9.8	153.3 p	163.1 p	368.0 p	1 361.5	5.6	233.1		
Apr			114½ p	158	214.2	10.1	157.6 p	165.3 p		1 327.4	5.5	245.3		
May										1 306.7 p	5.4 p	257.3 p		
% change latest 3 months on prev. 3 months	−1.4	−1.6	+0.3	+17.1	+3.2		+3.7	+3.1	+2.8	−0.8		+5.0	−3½	−2
on a year earlier	+1.1	−1.2	+4.6	+8.8	+9.8		+8.7	+8.9	+14.5	−4.8		+23.1	+5	+5½

p Provisional. e Estimate. pe Second preliminary estimate. [1] Including figures published on or before 1 June 1979. [2] Average of available months.

Inquiries: 01-215 3453

Industry's investment intentions for 1979 and 1980

Following rises in the volume of investment in 1977 and 1978 by manufacturing industry, and in 1976, 1977 and 1978 by the distributive and service industries (except shipping) the latest investment intentions survey confirms the results of previous surveys that a further increase in these industries is to be expected in 1979. The survey also supports the expectation from the previous survey (the results of which were released on 3 January) that the upward trend in investment will continue in 1980 for the distributive and service industries (excluding shipping) but probably not for manufacturing.

Forms for this survey were sent by the Department of Industry to contributors at the end of March and the results given here are based on replies received up to mid-May. As is usual in this spring inquiry, contributors in manufacturing industry were asked whether they planned to spend in the current year and in the next year 'more than', 'the same as', or 'less than' they had indicated in the previous inquiry carried out towards the end of 1978. In addition, the larger manufacturing firms and the distributive and service industry contributors were asked to give their expected total capital expenditure for each of the two years.

Industry's capital expenditure

£ million at 1975 prices

Year	Manufacturing industry	Distributive and service industries (excluding shipping	Total
1970	4 196[1]	3 669	7 865
1971	3 923	3 888	7 811
1972	3 398	4 055	7 453
1973	3 504	4 674	8 178
1974	3 822	4 605	8 427
1975	3 522	3 841	7 363
1976	3 345	3 926	7 271
1977	3 573	4 325	7 898
1978	3 856	4 677[1]	8 533[1]
1979 (rounded central estimate)	4 000[2]	4 960[2]	8 960

[1] Highest level yet recorded. [2] At 1979 prices these estimates would represent expenditure of £6,500m to £7,000m by manufacturing industry and £7,500m to £8,000m by the distributive and service industries.

Manufacturing industry

The results of the present survey imply an increase in investment in 1979 of 2 to 5 per cent, somewhat lower than the 4 to 8 per cent indicated by the previous survey. This revised estimate for 1979 seems to some extent to be in conflict with the provisional estimate of the volume of investment for the first quarter of this year which is 4 per cent below that of the fourth quarter of 1978. However this figure may have been depressed by adverse weather conditions and labour disputes in January.

The prospect for investment in 1980 is the same as that from the previous survey – the likelihood of a slight fall. If this occurs it will maintain the pattern in the series of investment figures since 1955 (the first year for which the volume of investment is available), in which time there have never been increases in more than three consecutive years.

Distributive and service industries (excluding shipping)

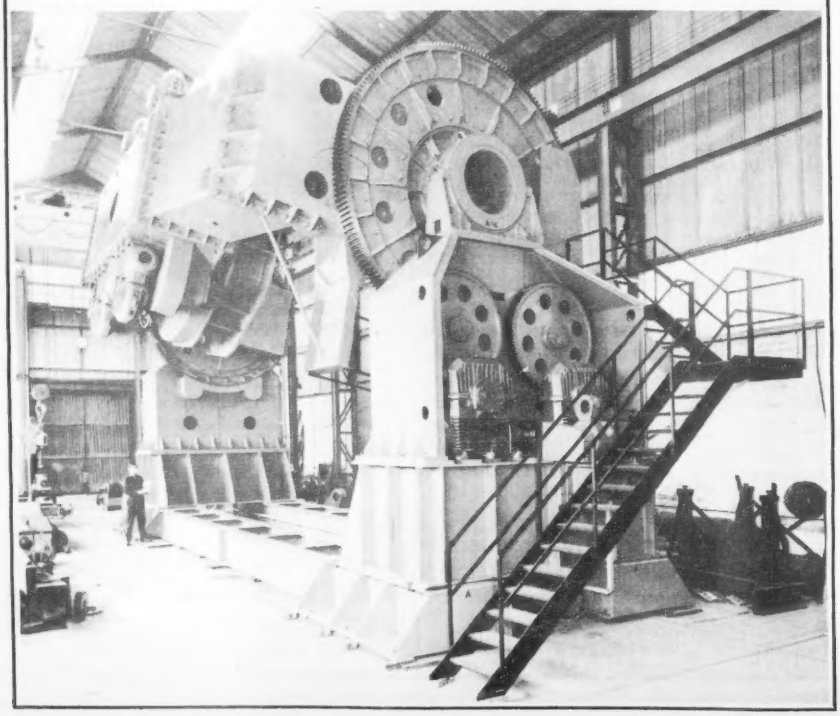
On the basis of the previous survey, it was expected that the increase in the investment by these industries in 1979 (over that in 1978) would probably be in the range from 3 to 7 per cent. The information from the latest survey indicates that the outcome is likely to be in the range from 5 to 7 per cent, and that there will be a further increase, possibly of similar magnitude, in 1980.

Levels of investment

As a guide to the scale of investment covered by the survey, the following table gives some figures for recent years, with estimates for 1979.

Mighty vessel-welding manipulator is the biggest

This imposing variable-speed cradle type positioner is claimed to be the biggest machine of its kind, designed and engineered by F. Bode and Son of Leek. It is employed in the fabrication of 'petals' of hemispherical vessel ends having a weight up to 220 tonnes and 6.5 metres diameter. After fabrication the workpieces are also internally clad with a layer of chrome-nickel. David Brown worm gear units tilt the cradle throughout 360°.



Manufacturers stocks in March

It is estimated that manufacturers stocks rose by about £50 million at 1975 prices, seasonally adjusted in March 1979. Stocks of materials and fuel rose substantially. Work in progress and stocks of finished goods fell.

Monthly figures from January 1978, adjusted to agree with the quarterly figures which were published in *Trade and Industry* on 1 June, are as follows:

STOCK CHANGES

£ million, 1975 prices, seasonally adjusted

1978	
January	−10
February	+120
March	−70
April	+190
May	+160
June	−80
July	+120
August	+10
September	+40
October	+60
November	+60
December	—
1979	
January	−30
February	+10
March	+50

Inquiries: 01-215 5215/3176.

Public sector borrowing requirement

The public sector borrowing requirement (PSBR) is estimated to have been £1,460 million in the first quarter of 1979, not seasonally adjusted (compared with £600 million in the same quarter of 1978), bringing the PSBR for the financial year 1978/79 to £9,200 million.

Seasonally adjusted, the PSBR was £2,580 million in the first quarter of 1979, that is the last quarter of the financial year 1978/79, £90 million lower than the previous quarter.

Retail sales in April

Volume

The final seasonally adjusted index of the volume of retail sales in April is 115.4 (1971 = 100), rather higher than the provisional estimate of 114½. It confirms that there was a fairly strong recovery in trade from the first quarter level. The increase was strongest in non-food shops.

Because trade in January and February was affected by the lorry drivers' dispute and very bad weather the period chosen for comparison is the four months January to April and the fourth quarter of 1978. On this basis of comparison the volume of retail sales was little changed from the level of the fourth quarter of last year.

The volume of sales by food shops in the first four months of 1979 was 1 per cent higher than the previous three months. Sales by durable goods shops were virtually unchanged while sales by clothing and footwear shops and by 'other non-food' shops, which include department stores and mail order businesses, fell by 1 per cent between these periods.

Value

Based on non-seasonally adjusted data, the value of total retail sales in April was 14 per cent higher than in April 1978. In the first four months of 1979, the average value of sales was 13 per cent higher than in the corresponding period of 1978.

Notes

The indices for all shops, food shops, and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit. The best indication of the recent trend is normally obtained by comparing the average index for the latest three months with the average for the immediately preceding three months, but month-to-month fluctuations may sometimes make it preferable to average two months or four months.

When using the volume figures, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus, the relative accuracy with which volume changes have been measured is likely to have been reduced in recent periods.

The monthly periods consist of four weeks except those marked ' which are of five weeks. The April 1979 sales period was the four weeks from 1 April 1979 to 28 April 1979. The corresponding period in 1978 was the four weeks from 2 April 1978 to 29 April 1978.

The value estimates are compiled inclusive of VAT, and will, therefore, reflect changes in the rates of VAT. The volume estimates, however, are not affected by these changes since the retail price indices used to 'deflate' the value data are themselves inclusive of VAT.

Within the total, sales are analysed by 'kinds of business'; ie the statistics are of sales by particular kinds of shop rather than of sales of particular commodities. For example, while sales by shops classified as food shops are mainly of food, many of them also sell other goods. Similarly, some food is sold by shops classified to other kinds of business.

The seasonally adjusted series include, where appropriate, adjustments for the timing of holidays and adjustments to make allowance for the inclusion of an extra week in the January 1975 trading period. No adjustments are made to the non-seasonally adjusted data.

The article giving the provisional estimate of the seasonally adjusted index of the volume of retail sales for May and the increase in value of sales compared with a year earlier will be published later this month.

Inquiries: Department of Trade, Economics and Statistics Division 6C, Room 351, Sanctuary Buildings, 20 Great Smith Street, London SW1P 3DB, tel. 01-215 3705.

Monthly Digest of Statistics

A compendium, compiled by the Central Statistical Office, of basic information across a wide range of 19 different subjects including population, employment and price statistics, social services, production and output, energy, construction, transport, catering, home and overseas finance, and the weather. It contains mostly runs of monthly and quarterly estimates for at least two years and annual figures for several more.

Price £2.10. ISSN 0308-6666. Annual subscription including supplement of definitions and postage £30.16. From HMSO, PO Box 569, London SE1 9NH.

Table 1 Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1971 prices) 1971 = 100

(Sales in 1971 – £ million Final estimates)	All kinds of business (16 296)	Food shops (6 866)	Non-food shops Total (9 430)	Clothing and footwear shops (2 436)	Durable goods shops (1 897)	Other non-food shops [2] (5 097)
1971	100.0	100.0	100.0	100	100	100
1972	105.3	101.6	107.9	104	113	108
1973	110.3	101.6	116.6	108	127	117
1974	109.0	102.4	113.8	106	122	115
1975	106.7	100.0	111.5	106	119	111
1976	106.5	98.7	112.1	106	122	111
1977	103.6	94.8	110.0	105	119	109
1978	109.2	98.0	117.4	114	130	114
1977						
1st qtr	103.3	94.9	109.4	105	115	109
2nd	102.4	94.4	108.1	101	118	108
3rd	104.2	94.3	111.3	107	121	110
4th	104.7	95.6	111.3	109	122	109
1978						
1st qtr	106.4	96.6	113.6	111	124	111
2nd	107.9	97.8	115.3	111	129	113
3rd	110.7	98.1	119.9	117	134	116
4th	111.7	99.4	120.6	119	134	116
1979						
1st qr	110.3	99.9	117.8	116	131	114
1978						
April	106.9	96.6	114.5	108	130	112
May	108.2	98.3	115.4	113	127	112
June [1]	108.6	98.3	116.0	111	130	113
July	111.0	98.2	120.4	116	137	116
August	111.7	97.8	121.8	121	133	118
September [1]	109.6	98.2	118.0	115	133	114
October	110.2	98.3	118.8	115	132	116
November	110.5	98.6	119.2	115	132	116
December[1]	113.8	100.9	123.2	126	137	117
1979						
January	109.6	103.6	113.9	109	127	111
February	110.4	97.0	120.2	117	137	116
March	110.8	99.3	119.1	120	129	115
April	115.4	101.6	125.4	124	144	119
1978-1979						
November-January	111.5	101.0	119.1	117	132	115
1979						
February-April	112.1	99.3	121.4	120	136	116
Percentage increase	0.5	−1.7	1.9	2	3	1

[1] Five-week period.
[2] Including department stores and mail-order businesses.

Table 2 Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1971 = 100

(Sales in 1971 – £ million Final estimates)	All kinds of business (16 296)	Food shops (6 866)	Non-food shops Total (9 430)	Clothing and footwear shops (2 436)	Durable goods shops (1 897)	Other non-food shops [2] (5 097)
1971	100.0	100.0	100.0	100	100	100
1972	112.0	109.0	114.2	112	118	114
1973	126.9	123.0	129.8	128	136	128
1974	146.7	144.9	148.1	148	144	149
1975	174.4	175.0	174.0	171	168	178
1976	200.1	204.8	196.7	189	187	204
1977	228.0	234.7	223.1	216	206	233
1978	260.1	261.8	258.8	255	244	266
1977						
1st qtr	216.7	224.2	211.2	205	192	221
2nd	222.0	230.4	215.9	204	201	227
3rd	233.7	238.8	230.0	223	213	240
4th	239.6	245.5	235.2	231	220	243
1978						
1st qtr	246.4	249.8	243.8	239	228	252
2nd	254.4	258.4	251.4	244	241	259
3rd	266.6	266.0	267.1	264	253	274
4th	273.0	273.1	273.0	272	255	280
1979						
1st qr	276.4	282.8	271.8	269	253	280
1978						
April	249.8	252.4	247.8	236	241	256
May	255.2	259.9	251.7	248	237	259
June [1]	257.4	261.9	254.1	246	244	262
July	265.0	264.5	265.3	260	255	272
August	269.2	265.7	271.9	273	252	279
September [1]	265.9	267.4 r	264.8	260	252	272
October	267.9	268.1	267.8	262	250	277
November	269.7	270.8	268.9	262	251	279
December[1]	279.8	278.9	280.4	289	262	283
1979						
January	273.1	291.3	259.9	254	241	270
February	275.4	274.6	275.9	271	262	283
March [1]	279.8	282.5	277.9	280	256	285
April	290.6	287.7	292.6	292	280	298
1978-1979						
November-January	274.6	280.2	270.6	270	252	278
1979						
February-April	281.8	281.7	281.8	281	265	288
Percentage increase	2.6	0.5	4.1	4	5	4

[1] Five-week period.
[2] Including department stores and mail-order businesses.

Hire purchase and other credit business in April 1979

Finance houses, other consumer credit grantors and retailers advanced £572 million of new credit in April, of which £226 million was lending by retailers (table 1). These figures allow for seasonal factors, as do all figures in this article unless otherwise stated. Total advances in the latest three months, February to April, were 3 per cent higher than in the previous three months. Lending by finance houses and other consumer credit grantors increased by 3 per cent between the two three-month periods. Lending by retailers increased by 2 per cent.

Finance houses and other consumer credit grantors advanced £346 million of new fixed-sum credit in April (table 2). Within this total, £203 million was advanced under regulated consumer credit agreements and £143 million under other credit agreements lending to individuals under regulated agreements increased by 8 per cent during the latest three-month period. Lending under other credit agreements (mainly lending to companies) decreased by 4 per cent.

The average weekly value of credit sales by retailers in April was higher than in recent months (table 3). In the latest three-months, February to April, average credit sales were 2 per cent higher than in the previous three months. Within this total, sales by durable goods shops increased by 6 per cent, sales by department stores decreased by 6 per cent and sales by other credit retailers (mainly mail-order business) increased by 2 per cent.

The debt outstanding to finance houses, other consumer credit grantors and retailers increased by £129 million in April, bringing the total increase in the three-months February to April to £355 million, compared to £354 million in November to January (table 1). Amounts outstanding to finance houses and other consumer credit grantors increased by £305 million and those to retailers by £50 million during the latest three-month period. 60 per cent of the increase in debt outstanding to finance houses and other consumer credit grantors related to regulated fixed-sum credit agreements (table 2).

At the end of April, the total amount outstanding to finance houses, other consumer credit grantors and retailers was £6,542 million (*not* seasonally adjusted), 26 per cent more than a year earlier (table 1). Within this total, £4,898 million was outstanding to finance houses and other consumer credit grantors on fixed-sum credit agreements and £238 million on running-account agreements (table 2). £1,406 million was outstanding to retailers.

Table 1 Hire purchase and other credit business, seasonally adjusted [1] £ million

	Total		Finance houses and other consumer credit grantors [2]		Retailers [3]	
	New credit extended	Change in debt	New fixed sum credit extended	Change in fixed sum debt	New credit extended	Change in debt
1976	3 688		1 835		1 853	141
1977	4 644	1 006	2 552	881	2 092	125
1978	5 998	1 561	3 563	1 370	2 435	191
1977						
2nd qtr	1 102	224	596	205	506	19
3rd	1 203	267	657	228	546	39
4th	1 278	274	736	262	542	12
1978						
1st qtr	1 374	403	809	337	565	66
2nd	1 506	443	901	383	605	60
3rd	1 542	368	895	308	647	60
4th	1 576	347	958	342	618	5
1979						
1st qtr	1 586	345	934	258	652	87
1978						
July	490	96	270	79	220	17
August	536	155	321	128	215	27
September	516	117	304	101	212	16
October	508	112	306	101	202	11
November	561	157	344	147	217	10
December	507	78	308	94	199	−16
1979						
January	525	119	300	73	225	46
February	531	127	311	98	220	29
March	530	99 r	323	87	207	12 r
April	572	129	346	120	226	9
1978						
Nov-Jan	1 593	354	952	314	641	40
1979						
Feb-Apr	1 633	355	980	305	653	50
Percentage increase	*3*		*3*		*2*	

[1] Excluding charges. [2] Direct business only: ie excluding agreements block discounted with finance houses by retailers. [3] Durable goods shops, department stores and 'other credit retailers'. For further definitions see footnotes to table 2.

Table 3 Retailers' credit sales, seasonally adjusted

Index numbers of value of sales per week (current prices) 1971 = 100

	Total [1]	Durable goods shops	Department stores	Other credit retailers [2]
(HP and other credit sales in 1971 £ million [3])	(1130)	(370)	(139)	(621)
1976	190	136	162	229
1977	217	142	171	272
1978	257	169	204	320
1977				
2nd qtr	210	136	153	266
3rd	227	148	179	284
4th	227	148	184	283
1978				
1st qtr	237	167	183	291
2nd	254	171	199	315
3rd	272	174	219	342
4th	264	166	214	334
1979				
1st qtr	275	177	219	346
1978				
July	275	178	231	343
August	271	174	205	344
September [4]	270	170	221	340
October	258	162	205	327
November	274	166	227	349
December [4]	260	168	211	326
1979				
January	281	181	229	352
February	277	168	226	353
March [4]	268	179	205	335
April	291	202	195	364
1978				
Nov-Jan av.	271	172	221	341
1979				
Feb-Apr av.	278	183	208	350
Percentage increase	*2*	*6*	*−6*	*2*

[1] Durable good shops, department stores (including co-operative societies) and 'other credit retailers'. [2] General stores (other than department stores) and general mail-order houses. [3] Excluding sales against checks issued by other organisations. [4] The monthly periods for retailers consists of four weeks except those marked [4] which are of five weeks. The period covered by April 1979 sales was the four weeks from 1 April 1979 to 28 April 1979. The corresponding period in 1978 was from 2 April 1978 to 29 April 1978.

Table 2 Finance houses and other consumer credit grantors' business [1] £ million

	Seasonally adjusted				Unadjusted	
	Regulated fixed sum credit agreements [2]		Other fixed sum credit agreements [3]		Total debt outstanding at end of period	
	New credit extended [4]	Change in debt	New credit extended [4]	Change in debt	Fixed-sum agreements [4]	Running-account agreements [4]
1976					2 601	163
1977					3 391	183
1978	2 138	924	1 425	446	4 574	230
1977						
2nd qtr	368	146	228	59	2 957	170
3rd	403	156	254	72	3 223	175
4th	445	175	291	87	3 391	183
1978						
1st qtr	494	228	315	109	3 654	191
2nd	548	262	353	121	4 062	198
3rd	543	222	352	86	4 367	188
4th	553	212	405	130	4 574	230
1979						
1st qtr	542	146	392	112	4 764	237
1978						
July	163	63	107	16	4 136	203
August	193	92	128	36	4 281	198
September	187	67	117	34	4 367	188
October	177	65	129	36	4 483	199
November	192	84	152	63	4 574	206
December	184	63	124	31	4 574	230
1979						
January	163	31	137	42	4 585	234
February	181	52	130	46	4 655	240
March	198	63	125	24	4 764	237
April	203	69	143	51	4 898	238
1978						
Nov-Jan	539	178	413	136	4 585	234
1979						
Feb-Apr	582	184	398	121	4 898	238
Percentage increase	*8*		*−4*			

[1] Including check traders. [2] All consumer credit agreements regulated under the Consumer Credit Act 1974. These comprise non-exempt agreements involving the provision of credit not exceeding £5,000 to individuals. [3] Including all credit agreements entered into with companies by businesses which also enter into credit agreements with individuals. All agreements entered into before 1 April 1977 are included as well as those for more than £5,000 with individuals which have been entered into since 1 April 1977. [4] Including all types of credit agreement where the total amount of credit advanced is known at the outset of the arrangement. It includes credit advanced in a hire purchase, conditional sale or credit sale agreement as well as trading checks, vouchers and cash loans of a fixed amount. [5] Including credit advanced on a revolving basis, overdrafts, non-bank credit cards. Figures for periods between end 1976 and July 1978 are estimated.

'T & I' index

Readers wanting to know when articles and items of information were published in *Trade and Industry* should consult the published indexes which are issued free to subscribers. For material published in recent months, inquiries of this kind can be made to the Department of Industry Library's indexing section, tel. 01-215 5842 or 01-215 5879.

Survey of company liquidity: first quarter 1979

The liquidity of the companies replying to the Department of Industry's survey of company liquidity fell appreciably in the first quarter of 1979, bringing their net current assets and liquidity ratio, on the seasonally adjusted continuous basis of chart 1, to the lowest levels since mid-1977. The deterioration in liquidity was experienced by both manufacturing and non-manufacturing companies (for which, for the first time, seasonally adjusted figures are given separately).

Tables 1 and 2 show that, seasonally adjusted, the companies' total current assets fell by about £240 million while their total current liabilities rose by about £680 million giving a fall in net current assets of about £920 million and in the liquidity ratio (total current assets as a percentage of total current liabilities) from 123 per cent at the end of the fourth quarter to 99 per cent at the end of the first quarter. Before seasonal adjustment the changes are all slightly smaller with the fall in net current assets £753 million.

Chart 1 shows the seasonally adjusted levels of net current assets and the liquidity ratio after other adjustments to allow for changes in the survey's coverage at the end of each year, making the results comparable over the whole period of the survey. This shows that the reduction in liquidity in the last three quarters from the mid-1978 peak has mirrored the rise which took place in the previous three quarters. The liquidity ratio is the better measure over a long period because it is not directly influenced by inflation. The ratio is still above the levels of 1975-76 and well above the troughs of early 1971 and end 1974.

Aggregate changes

It must be kept in mind that the net current assets and the liquidity ratio do not summarise the whole financial position of the companies, only the position on the selected current assets and liabilities covered by the survey, which vary in importance between different companies. The aggregate changes conceal differing movements for individual companies. Also the survey covers only about 225 large companies, which because of their size, industrial make-up and other factors, may not be representative of industrial and commercial companies as a whole. In 1977-78 the companies in the survey appear to have been more liquid than industrial and commercial companies in general, though precise comparison is not possible, chiefly because the figures for all industrial and commercial companies' liabilities include all bank advances whereas the company liquidity survey only covers those with an ititial loan term of up to 12 months.

It should be noted that there have been some revisions in the actual figures back to the end of 1977 and the whole seasonally adjusted series have been revised, affecting both tables and charts. The figures for all companies in table 1 are now derived as the sum of the separate seasonally adjusted figures for manufacturing and non-manufacturing companies. This obviously makes some difference to the results but, in 1977-78 at least, the updating of the seasonal adjustment to take account of recent experience is as important a factor. The pattern over time shown in chart 1 is broadly the same as before.

Chart 1 **Liquidity ratio and net current assets: all survey companies**
(Adjusted to allow for changes in coverage, seasonally adjusted)

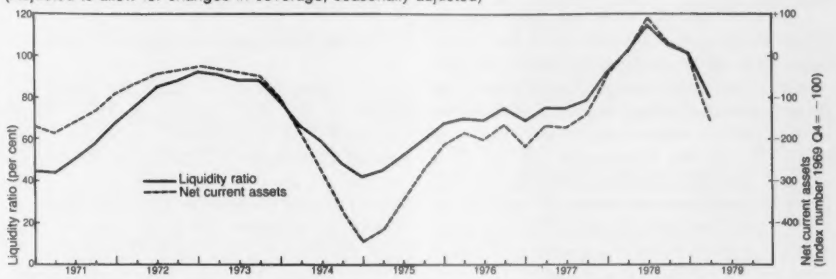


Table 1 **Holdings of current assets and liabilities by survey companies [1]: amounts outstanding at end of period** £ million

	1977				1978					1979
	1st qtr	2nd qtr	3rd qtr	4th qtr	4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr	4th qtr	1st qtr
Number of companies [2]	210	210	210	210	226	226	226	226	226	223	223
NOT SEASONALLY ADJUSTED											
Current assets											
Deposits with banks in the UK:											
Clearing banks	958	846	921	1 064	1 096	1 196	1 404	1 251	1 316	1 286	1 207
Other banks	1 340	1 326	1 312	1 526	1 738	2 001	2 320	1 968	1 889	1 918	1 351
Deposits with finance houses [3]	108	157	154	171	190	192	219	217	156	157	120
Deposits with building societies	3	3	3	6	7	10	6	5	5	5	6
Negotiable certificates of deposit (sterling and dollar)	122	155	169	74	66	210	153	129	80	86	116
British government securities	301	336	353	377	435	417	437	445	445	445	520
Local authority bills and temporary money	244	191	178	171	166	162	123	136	125	128	186
Local authority mortgages and loans	88	80	91	73	106	93	77	72	65	65	62
Other current assets [4]	65	82	287	365	426	289	239	557	557	562	921
Total current assets [5]	3 228	3 176	3 469	3 827	4 230	4 570	4 977	4 780	4 639	4 654	4 489
Current liabilities											
Advances and loans from banks and other financial institutions in the UK:											
Clearing banks [6]	1 794	1 814	1 674	1 682	1 832	1 683	1 886	1 803	1 890	1 878	2 162
Other banks [6]	1 481	1 541	1 689	1 586	1 780	1 706	1 619	1 764	1 732	1 759	2 057
Other financial institutions [7]	57	64	74	52	59	93	111	118	108	108	112
Total current liabilities [5]	3 331	3 419	3 437	3 320	3 671	3 481	3 616	3 685	3 730	3 744	4 332
Net current assets	−103	−243	32	507	559	1 089	1 361	1 095	909	910	157
Liquidity ratio (per cent) [8]	97	93	101	115	115	131	138	130	124	124	104
SEASONALLY ADJUSTED											
Total current assets	3 172	3 209	3 419	3 806	4 208	4 486	5 040	4 715	4 617	4 630	4 391
Total current liabilities	3 379	3 432	3 464	3 337	3 691	3 563	3 639	3 717	3 750	3 764	4 441
Net current assets	−207	−223	−45	469	517	923	1 401	998	867	866	−50
Liquidity ratio (per cent) [8]	94	94	99	114	114	126	138	127	123	123	99

Notes

[1] Companies in the Department of Industry's survey of company liquidity.
[2] Estimates are included until the end of the year for companies that ceased to reply during the year; those companies are then removed from the survey. Some companies were brought into the survey at the end of 1977. Two sets of figures are given for the fourth quarters to show the effects of these and other changes in coverage at year-ends.
[3] From the beginning of 1978, including only deposits with an initial term of not more than 12 months.
[4] Other current assets comprise holdings of notes and coin, Treasury bills and tax instruments.
[5] Components are rounded independently of the totals.
[6] From the beginning of 1975, including only advances and loans with an initial term of not more than 12 months.
[7] Including only advances and loans with an initial term of not more than 12 months.
[8] Total current assets as a percentage of total current liabilities.

Manufacturing and non-manufacturing companies

The seasonally adjusted figures now included in table 3 show that both manufacturing and non-manufacturing companies experienced a fall in total current assets and a rise in total current liabilities after seasonal adjustment in the first quarter of 1979. Total current assets of companies mainly engaged in manufacturing fell by about £130 million seasonally adjusted while total current liabilities rose by about £460 million giving a reduction in net current assets of about £590 million compared with a rise of about £90 million in the previous quarter. The liquidity ratio seasonally adjusted fell from 110 per cent at the end of 1978 to 88 per cent at the end of the first quarter 1979.

Non-manufacturing companies' total current assets seasonally adjusted fell by about £110 million in the first quarter and their total current liabilities rose by about £220 million giving a reduction in net current assets of about £330 million compared with a reduction of about £220 million in the previous quarter. Their liquidity ratio seasonally adjusted fell from 148 per cent at the end of the fourth quarter to 119 per cent at the end of the first quarter.

Charts 2 and 3, now on a seasonally adjusted basis, give figures which have been adjusted to make results comparable over the whole period of the survey. Chart 2 shows that for non-manufacturing companies the increase in total current assets between mid-1977 and mid-1978 and the subsequent fall are both sharper than for manufacturing companies. For both, total current assets are still higher than at any time prior to end-1977. Manufacturing companies' total current assets had been rising steadily from a trough in late 1974 to the mid-1978 peak whereas those of non-manufacturing companies had been on a plateau from mid-1974 to late 1977 before rising sharply.

Chart 3 shows that manufacturing companies' total current liabilities declined slightly in 1971 and early 1972 then increased to a peak at end-1974, fell over the next 18 months and, after a slight rise, remained on a plateau from end-1976 until the sharp increase in the first quarter of 1979. Non-manufacturing companies' liabilities rose steadily up to early 1975 and, after some slight fluctuations, showed a further increase in 1976 then a fall until the third quarter of 1978 and a subsequent increase. For both types of company, the level of total current liabilities since the beginning of 1975 may have been affected by possible switching between short-term and longer-term borrowing; as mentioned in the notes at the end of this article, longer-term borrowing has not been covered by the survey since the beginning of 1975.

Chart 2 **Total current assets: manufacturing and non-manufacturing survey companies**
(Adjusted to allow for changes in coverage, seasonally adjusted)

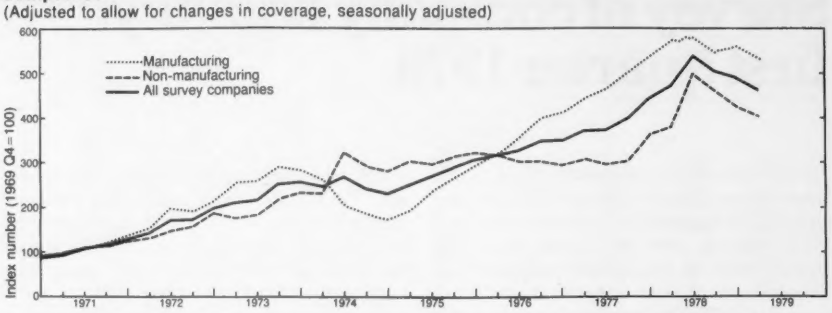
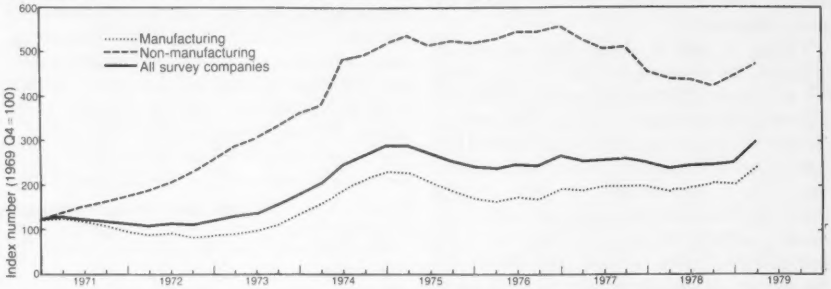


Chart 3 **Total current liabilities: manufacturing and non-manufacturing survey companies**
(Adjusted to allow for changes in coverage, seasonally adjusted)



Changes in the composition of holdings

Table 2 (not seasonally adjusted) shows that the main fall in current assets in the first quarter was in deposits with banks other than the clearing banks. There were also falls in deposits with clearing banks and finance houses. There was quite a large increase in holdings in the residual category of 'other current assets' and of lesser magnitude in holdings of British government securities, local authority bills and temporary money and negotiable certificates of deposits.

On the liabilities side there were substantial increases in borrowing from both clearing banks and other banks. There was little change in borrowing from other financial institutions, which accounts for only a small proportion of total current liabilities.

Notes: See *Trade and Industry*, 9 March, page 509.

Inquiries: 01-215 5538.

Table 2 **Changes in holdings of current assets and liabilities of survey companies** [1]

£ million

	1972	1973	1974	1975	1976	1977	1978	1977 2nd qtr	1977 3rd qtr	1977 4th qtr	1978 1st qtr	1978 2nd qtr	1978 3rd qtr	1978 4th qtr	1979 1st qtr
NOT SEASONALLY ADJUSTED															
Current assets:															
Deposits with banks in the UK:															
Deposit banks/clearing banks [2]	117	173	73	133	215	177	220	−112	75	143	100	208	−153	65	−79
Other banks [2]	240	258	21	302		277	151	−14	−14	214	263	319	−352	−79	−567
Deposits with finance houses [3]	−21	−17	−101	33	25	50	−34	49	−3	17	2	27	−2	−61	−37
Deposits with building societies	−2	3	−1	−1	—	3	−2	—	—	3	3	−4	−1	—	1
Negotiable certificates of deposit (sterling and dollar)	231	−47	−144	−12	30	−45	14	33	14	−95	144	−57	−24	−49	30
British government securities	16	39	−39	92	123	88	10	35	17	24	−18	20	8	–	75
Local authority bills and temporary money	55	121	−120	22	43	−63	−41	−53	−13	−7	−4	−39	13	−11	58
Local authority mortgages and loans	14	−10	15	−1	11	8	−41	−8	11	−18	−13	−16	−5	−7	−3
Other current assets [4]	−4	−23	7	92	−69	313	131	17	205	78	−137	−50	318	–	359
Total current assets [5]	645	495	−291	663	379	808	409	−52	293	358	340	407	−197	−141	−165
Current liabilities:															
Advances and loans from banks and other financial institutions in the UK:															
Deposit banks/clearing banks [2] [6]	162	611	765	−558	405	−270	58	20	−140	8	−149	203	−83	87	284
Other banks [2] [6]	20	306	913	−100		122	−48	60	148	−103	−74	−87	145	−32	298
Other financial institutions [7]	27	9	30	9	−49	3	49	7	10	−22	34	18	7	−10	4
Total current liabilities [8]	209	924	1 708	−649	356	−145	59	88	18	−117	−190	135	69	45	588
Net current assets	436	−429	−1 999	1 312	23	953	350	−140	275	475	530	272	−266	−186	−753
SEASONALLY ADJUSTED															
Total current assets								37	210	387	278	554	−325	−98	−239
Total current liabilities								53	32	−127	−128	76	78	33	677
Net current assets								−16	178	514	406	478	−403	−131	−916

Notes: 1 and 3-7: see table 1. [2] To the end of 1975, the figures relate to the former groupings of deposit banks and other banks; from the beginning of 1976, five banks that were deposit banks have been re-grouped as other banks and the remainder renamed clearing banks. Combined figures are given for 1976 to avoid any possibility of disclosing figures relating to individual companies.

Table 3 **Holdings of current assets and liabilities by manufacturing and non-manufacturing survey companies [1]: amounts outstanding at end of period**

£ million

	1977				1978					1979
	1st qtr	2nd qtr	3rd qtr	4th qtr	4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr	4th qtr	1st qtr
MANUFACTURING COMPANIES											
Number of companies [2]	143	143	143	143	152	152	152	152	152	149	149
Not seasonally adjusted											
Total current assets	1 879	1 966	2 144	2 284	2 643	2 829	2 865	2 710	2 780	2 717	2 586
Total current liabilities	2 064	2 205	2 230	2 215	2 408	2 267	2 413	2 537	2 499	2 459	2 837
Net current assets	−185	−239	−86	69	235	562	452	173	281	258	−251
Liquidity ratio (per cent) [3]	91	89	96	103	110	125	119	107	111	110	91
Seasonally adjusted											
Total current assets [3]	1 879	1 966	2 144	2 284	2 643	2 829	2 865	2 710	2 780	2 717	2 586
Total current liabilities	2 110	2 209	2 229	2 228	2 423	2 336	2 420	2 537	2 514	2 473	2 928
Net current assets	−231	−243	−85	56	220	493	445	173	266	244	−342
Liquidity ratio (per cent) [3]	89	89	96	103	109	121	118	107	111	110	88
NON-MANUFACTURING COMPANIES											
Number of companies [2]	67	67	67	67	74	74	74	74	74	74	74
Not seasonally adjusted											
Total current assets	1 349	1 211	1 324	1 543	1 587	1 741	2 113	2 070	1 859	1 936	1 903
Total current liabilities	1 267	1 213	1 207	1 105	1 263	1 214	1 203	1 148	1 231	1 286	1 495
Net current assets	82	−2	117	438	324	527	910	922	628	650	408
Liquidity ratio (per cent) [3]	106	100	110	140	126	143	176	180	151	151	127
Seasonally adjusted											
Total current assets	1 293	1 243	1 275	1 522	1 565	1 657	2 175	2 005	1 837	1 913	1 805
Total current liabilities	1 269	1 223	1 235	1 109	1 268	1 227	1 219	1 180	1 236	1 291	1 513
Net current assets	24	20	40	413	297	430	956	825	601	622	292
Liquidity ratio (per cent) [3]	102	102	103	137	123	135	178	170	149	148	119

See notes 1, 2, and 8 to table 1. [3] Same as unadjusted figures as no significant seasonal pattern in recent years.

Office development permits in the first quarter

Office development permits issued by the Department of the Environment in the first quarter of 1979 covered 6.0 million sq ft compared with 4.8 million sq ft in the first quarter of 1978 and a quarterly average of 4.3 million sq ft for 1978 as a whole. Sixty-two permits were issued in the first quarter of 1979, 21 more than in the corresponding quarter of 1978.

After deduction of relinquishments of existing offices and of floorspace covered by permits for the continuing use of existing offices included in the total figures, there was a potential addition to office space by way of new building and conversion of non-office premises to office use of 4.9 million sq ft in the first quarter of 1979. This compares with 3.7 million sq ft for the corresponding quarter of 1978 and a quarterly average of 3.1 million sq ft for 1978 as a whole.

Twenty of the 6.2 permits issued in the first quarter of 1979 were for office development in Central London and covered 2.8 million sq ft; 22 covering 1.9 million sq ft were for development in Greater London excluding the centre; and nine covering 0.8 million sq ft for development in the Metropolitan Region outside Greater London. Eleven permits for a total floorspace of 0.5 million sq ft were issued in the part of the South East Planning Region lying outside the Metropolitan Region.

Tables showing office development permits since 1965 appeared in the issue of *Trade and Industry*, 20 April.

Inquiries: Department of the Environment, Room P1/123, 2 Marsham Street, London SW1P 3EB, tel. 01-212 8473.

Notes to tables

Application of controls. Control was applied to the Metropolitan Region (Greater London and part of the South East Region) from 5 August 1965, but with retrospective application to 5 November 1964 for some projects, and to the West Midland conurbation from 14 August 1965. In July 1966 control was extended to the remainder of the South East and West Midland Regions and to the whole of the East Midland and East Anglia Regions. In February 1969 East Anglia and rural parts of the Midlands were excluded and since December 1970 control has applied only to the South East Region.

Modifications to controls. On 14 June 1977 the exemption limit for permits throughout the South East Region was raised from 15,000 to 30,000 sq ft. Office development permits are not required for offices ancillary to industrial development covered by an appropriate industrial development certificate.

Definition of Areas. See *Trade and Industry*, 2 September 1977, page 432.

Office development permits: sub-divisions of south-east planning region

	Central London			Rest of Greater London			Total Greater London		
		Thousand sq. ft			Thousand sq. ft			Thousand sq. ft	
	Number	Gross	Relinquished	Number	Gross	Relinquished	Number	Gross	Relinquished
1975	64	4 883	448	106	5 414	442	170	10 297	890
1976	75	6 545	1 119	82	3 376	155	157	9 921	1 274
1977	57	5 674	328	53	5 210	224	110	10 884	552
1978	52	7 753	333	57	5 095	430	109	12 848	763
1978									
1st qr	17	2 436	243	15	1 833	27	32	4 269	270
2nd	12	1 435	—	11	959	277	23	2 394	277
3rd	17	2 955	90	20	1 633	80	37	4 588	170
4th	6	927	—	11	670	46	17	1 597	46
1979									
1st qtr	20	2 838	75	22	1 870	11	42	4 708	86

	Metropolitan Region (excluding Greater London)			Total Metropolitan Region			South East (excluding Metropolitan Region)			Total South East		
		Thousand sq ft			Thousand sq ft			Thousand sq ft				
	Number	Gross	Relinquished	Number	Gross	Relinquished	Number	Gross	Relinquished	Number	Gross	Relinquished
1975	86	2 258	51	256	12 555	941	46	1 319	113	302	13 874	1 054
1976	66	2 714	71	223	12 635	1 345	38	1 791	71	261	14 426	1 416
1977	36	1 960	37	146	12 844	589	19	1 226	10	165	14 070	599
1978	33	2 417	48	142	15 265	811	19	1 749	—	161	17 014	811
1978												
1st qr	5	307	—	37	4 576	270	4	261	—	41	4 837	270
2nd	9	483	—	32	2 877	277	6	716	—	38	3 593	277
3rd	13	1 081	—	50	5 669	170	4	549	—	54	6 218	170
4th	6	546	48	23	2 143	94	5	223	—	28	2 366	94
1979												
1st qtr	9	775	—	51	5 483	86	11	483	—	62	5 966	86

Machine tool sales and orders: February

Volume Indices for February are now available and are given in the table. The general picture suggested is one of increasing sales in the home market accompanied by a decline in overseas business; new orders have also fallen.

Although the trend for total sales has remained steady for the last five months, this masks conflicting performances in the two markets. The rising trend in home sales which began in October 1977 is still continuing; similarly the decline in export sales which began about the same time has maintained its negative momentum and in fact increased it in recent months. Some uncertainty still remains, however, on the representativeness of the January and February figures, particularly as the seasonally adjusted index for export sales in February is higher than that for December 1978, although lower than the figure for the fourth quarter.

Trend figures for net new-orders are all moving downwards on the November to February comparison with new orders from abroad the more seriously affected. The trend level of new orders has, nevertheless, remained higher than sales in both markets. Consequently the trends in both home and export orders-on-hand have risen over recent months.

Inquiries: Department of Industry, Room 610, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG, tel. 01-212 6044.

Table 1 Trend and seasonally-adjusted volume index numbers for metal-working machine tool industry – MLH332

	Total			Home			Export		
	Orders on hand (end of period) 1975 average = 100	New orders (a) 1975 average monthly sales = 100	Sales	Orders on hand (end of period) 1975 average = 100	New orders (a) 1975 average monthly sales = 100	Sales	Orders on hand (end of period) 1975 average = 100	New orders (a) 1975 average monthly sales = 100	Sales
Ratio of orders on hand/ average monthly sales in 1975 (b)	8.2			7.2			9.6		
Trend estimates									
1977									
January	62	87	84	63	90	93	60	82	69
February	62	87	82	63	91	90	61	80	68
March	63	87	80	64	93	88	62	76	67
April	64	86	78	65	95	87	63	71	65
May	65	85	78	67	97	86	63	67	65
June	66	85	78	68	96	85	63	67	66
July	67	85	78	70	95	85	63	68	68
August	67	85	79	71	94	84	63	70	71
September	68	84	79	73	93	83	63	70	72
October	69	84	79	74	93	82	62	70	73
November	69	85	80	76	96	83	62	67	74
December	70	86	80	78	99	84	61	64	74
1978									
January	70	85	81	80	101	86	59	60	73
February	71	82	81	82	99	87	58	56	72
March	70	79	81	83	95	87	56	54	72
April	70	76	81	83	90	86	54	53	71
May	69	75	80	83	87	87	52	56	70
June	69	76	80	83	86	87	51	60	70
July	68	80	81	83	89	88	51	67	70
August	69	87	82	84	94	88	51	75	71
September	70	93	82	86	102	89	52	80	71
October	72	97	81	88	107	89	54	81	69
November	74	97	81	91	109	90	55	78	67
December	76	94	81	93	108	92	56	72	63
1979									
January	77	90	81	94	105	94	57	67	60
February	78	86	81	95	100	96	57	62	57
Percentage change (c) (d) Nov 1978-Feb 1979	+5.0	−12.0	—	+5.0	−8.0	+6.5	+4.0	−20.5	−14.5
Seasonally adjusted									
1975	74	60	100	73	64	100	75	53	100
1976	60	74	84	62	80	87	57	65	79
1977	70	87	80	77	96	86	61	72	70
1978	78	87	81	96	99	88	56	67	71
1977									
3rd qtr	67	82	79	72	89	84	62	70	70
4th qtr	70	86	80	77	97	84	61	68	73
1978									
1st qtr	70	83	81	83	100	87	55	56	73
2nd qtr	67	72	80	82	84	86	50	53	70
3rd qtr	70	89	82	85	96	88	52	78	71
4th qtr	78	104	82	96	117	89	56	82	69
1977									
July	67	86	79	70	93	88	64	74	65
August	67	80	77	71	93	83	63	60	67
September	67	80	80	72	83	81	62	75	79
October	68	86	78	74	93	80	62	75	76
November	70	85	74	76	94	77	62	70	71
December	70	86	86	77	104	95	61	58	72
1978									
January	70	84	80	80	102	85	59	55	73
February	71	91	81	82	106	88	59	68	72
March	70	74	82	83	93	88	55	44	74
April	71	80	76	85	96	78	54	56	73
May	69	67	84	82	72	93	53	60	69
June	67	68	79	82	83	86	50	43	68
July	69	94	80	84	100	86	51	84	71
August	68	74	83	83	85	92	50	58	69
September	70	99	82	85	104	88	52	92	73
October	73	101	79	88	109	90	55	87	62
November	73	86	87	89	92	88	54	78	85
December	78	124	79	96	150	91	56	82	61
1979									
January	79	82	72	96	94	91	58	64	42
February	76	64	86	94	84	99	55	32	66
1979 (AV) December-February	76	90	79	89	109	94	55	59	56
1978 (AV) September-November	73	96	83	94	102	88	54	86	73
Percentage change (c) (d)	+5.0	−6.0	−4.0	+6.5	+7.5	+6.0	+1.5	−31.0	−23.0

(a) Net of cancellations. (b) This ratio shows the number of months' work in the order book in the base year at the then average rate of sales. (c) For orders on hand the percentage changes compare the level at the end of the latest period shown with the corresponding level for the earlier period. (d) The percentage changes have been based on the unrounded values.

Monthly review of external trade statistics

Each month EcS5 division of the Department of Trade produces, primarily for internal purposes, a typescript document entitled the 'Monthly Review of External Trade Statistics'. The review is divided into three sections; the first is a commentary containing short articles on topics of current interest, including an analysis of the latest month's trade figures; the second section consists of 25 charts with accompanying texts on facing pages covering much of the material in the third section, which comprises 83 tables covering statistics of visible trade, UK exports and imports by area and commodity (with figures of value, volume and unit value), trade by commodity groups, UK shares of trade in various markets and commodity groups, and ECGD statistics. There are also tables of commodity prices, relative export prices, and the sterling exchange rate. The document is updated each month and is available at the end of the month. It is felt that it may have a wider interest than its present circulation, and individual copies are being made available through the Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU, price £3. An annual subscription is available at £36. In both cases send cash with order (post free).

Cost indices for the aerospace and radio, radar and electronic capital goods industries

March's cost indices are given below. An explanation of the compilation of the indices was given in *Trade and Industry*, 8 December 1978, page 544.

Inquiries: 01-215 3073/3514.

Definitive information on earnings for both manual and administrative, technical and clerical (ATC) workers for the aerospace industry is available only for certain months of the year – manual earnings information is available for April and October each year, ATC salaries information is available for April of each year. Revisions to series brought about as a result of ATC salaries information becoming available will be shown in the article to be published on 7 December and will affect indices from May last year up to and including those of August.

Revisions to series incorporated as a result of manual earnings information from the October survey are published in the April articles and these affect series from the preceeding November up to and including December. The results obtained from the April aerospace survey will affect indices from last November up to and including June and will be shown in the article published on 5 October.

The indices for wages and salaries for the radio, radar and electronic capital goods industry are based entirely on information relating to average earnings in the electrical engineering industry and all the manufacturing industries respectively.

The cost index tables previously D1-D5 and D7 have been redesignated sections 1 to 6 in the table.

The indices of combined costs are based on the assumption of no change in productivity.

p = Provisional.

Cost indices for the aerospace and radio, radar and electronic capital goods industries (MLH 383 and 367 respectively) 1975 = 100

	1978									1979		
	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
1 BOUGHT OUT FINISHED GOODS PURCHASED BY		p	p	p	p	p	p	p	p	p	p	p
Aerospace industry	151.0	152.0	154.8	155.3	155.6	157.0	159.9	160.3	162.2	162.1	165.0	167.9
Airframe sector	149.6	150.1	151.7	152.2	152.6	154.3	157.8	158.4	160.4	160.6	163.5	166.3
Aero-engine and aero-engine parts sector	152.3	153.8	157.4	158.1	158.3	159.4	161.8	162.1	163.9	163.6	166.3	169.3
Aero-engine parts sector	152.3	153.9	157.2	158.5	158.7	159.6	161.3	161.8	163.1	163.2	166.0	168.4
Aircraft components sector	149.3	149.9	151.5	152.3	152.7	154.2	157.2	157.6	159.5	159.7	162.7	165.1
2 OTHER MATERIALS PURCHASED BY												p
Aerospace industry	150.8	151.7	153.0	154.0	154.7	156.0	157.3	158.6	159.9	161.4	163.7	166.0
Airframe sector	153.1	153.7	155.2	156.1	156.7	157.8	158.7	159.8	161.4	162.6	164.4	166.5
Aero-engine and aero-engine parts sector	150.4	151.1	152.6	153.8	154.6	156.4	158.2	159.9	161.6	163.3	166.1	168.8
Aero-engine parts sector	149.7	150.9	152.0	153.3	154.2	155.4	156.6	157.8	159.1	160.5	162.6	164.6
Aircraft components sector	151.0	152.3	153.2	154.2	154.7	155.8	156.8	157.8	158.6	159.8	161.8	164.1
3 ALL PURCHASES OF GOODS BY		p	p	p	p	p	p	p	p	p	p	p
Aerospace industry	150.8	151.9	154.1	154.8	155.3	156.6	158.9	159.5	161.3	161.8	164.4	167.2
Airframe sector	150.6	151.4	153.0	153.6	154.1	155.5	158.1	158.9	160.8	161.4	163.8	166.4
Aero-engine and aero-engine parts sector	151.7	153.1	156.1	156.9	157.3	158.5	160.8	161.5	163.3	163.5	166.1	169.2
Aero-engine parts sector	151.4	152.7	155.1	156.4	156.9	157.9	159.4	160.2	161.5	162.2	164.6	166.9
Aircraft components sector	150.3	151.6	152.7	153.6	154.1	155.3	156.9	157.7	158.8	159.8	162.1	164.4
												p
Radio, radar and electronic capital goods industry	149.5	150.6	151.8	152.5	152.8	154.2	156.5	157.6	158.7	159.8	162.5	165.3
4 SALARIES AND GENERAL EXPENSES		p	p	p	p	p	p	p	p	p	p	p
Aerospace industry	149.5	149.3	151.4	151.4	151.6	153.3	159.0	158.8	161.9	160.9	164.6	168.7
Airframe sector	148.2	148.1	150.1	150.1	150.3	152.0	157.2	157.0	160.1	159.2	162.8	166.7
Aero-engine and aero-engine parts sector	151.0	150.8	152.9	153.0	153.2	154.3	160.9	160.8	163.8	162.8	166.5	170.7
Aero-engine parts sector	152.2	152.1	154.1	154.3	154.6	156.3	162.4	162.4	165.4	164.6	168.2	172.2
Aircraft components sector	150.1	150.0	152.1	152.1	152.2	154.0	160.1	159.9	163.1	162.0	165.8	170.0
												p
Radio, radar and electronic capital goods industry	153.0	152.9	155.0	155.0	155.1	157.1	162.7	162.6	166.0	164.6	168.9	173.2
5 HOURLY EARNINGS OF ADULT MANUAL WORKERS								p	p	p	p	p
Aerospace industry	138.4	137.7	140.5	140.3	140.4	142.7	145.9	145.2	149.2	146.8	151.6	156.1
												p
Radio, radar and electronic capital goods industry	143.0	145.7	148.1	146.9	144.9	146.8	151.5	153.1	153.3	153.1	156.1	163.5
6 COMBINED COSTS		p	p	p	p	p	p	p	p	p	p	p
Aerospace industry	148.2	148.6	150.8	151.2	151.4	153.0	156.5	156.8	159.4	158.8	162.2	165.8
Airframe sector	147.9	148.2	150.0	150.3	150.6	152.2	155.8	156 2	158.8	158.4	161.5	164.9
Aero-engine and aero-engine parts sector	149.0	149.6	152.2	152.6	152.9	154.4	157.8	158.2	160.8	160.2	163.5	167.2
Aero-engine parts sector	148.8	149.2	151.5	152.1	152.5	153.9	157.2	157.6	160.0	159.6	163.0	166.2
Aircraft components sector	147.3	147.6	149.4	149.7	149.9	151.5	155.2	155.5	158.1	157.5	160.9	164.6
												p
Radio, radar and electronic capital goods industry	149.9	150.7	152.5	152.6	152.5	154.2	158.2	158.9	160.7	160.7	164.0	168.1

Engineering industries: indices of production up to February

The usual detailed table and commentary on the indices of production for the engineering sector is not being published this month. This is because these indices – based as they are upon information relating to deliveries rather than production as such – are not considered sufficiently reliable at present to warrant publication of the latest figures. The widespread disruption to transport caused by industrial disputes and extreme weather conditions cut deliveries back sharply in January and, while the recovery in the latter half of February appears to have been rapid, the position with regard to production remains unclear.

Publication of the more detailed figures will be resumed when sufficient information is available to allow acceptable estimates to be made.

Index numbers for the combined engineering industries including a provisional estimate for the lastest three months are shown below.

Inquiries: On the article and the statistics: Miss L. John, Branch EcS3A, Department of Industry, Room 607, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG, tel. 01-212 5770. Requests for quarterly indices for past years: Mr P. Coulson, Branch 5, Central Statistical Office, Great George Street, London SW1P 3AG, tel. 01-233 7239.

1975 = 100

		1978						
1976	1977	1978	1st qtr	2nd qtr	3rd qtr	4th qtr	Dec 1978-Feb 1979 average	Per cent change Dec-Feb on previous 3 months
96.5	97.3	99.8	98.4	99.3	101.2	100.6	97.3	−4

Statistical News

This quarterly publication, prepared by the Central Statistical Office, is designed to keep the user of statistics in touch with all that is going on in the world of official statistics. Each issue contains notes on current developments as well as several articles treating selected topics in greater depth. A list of new surveys reported to the CSO's survey control unit is also included.

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UK exports invoiced in foreign currencies

The latest six-monthly survey examining the extent to which UK exporters invoice in foreign currencies has been analysed and the results are set out in the tables below. A sample of commercial invoices (about 3400) relating to UK export shipments in April 1978, selected randomly, formed the basis of the survey.

Overall, the proportion of UK exports invoiced in foreign currencies was estimated at 29 per cent, a result slightly lower than that obtained from the survey relating to November 1977 (*Trade and Industry*, 3 November 1978, page 253). Twelve per cent of the value of exports were invoiced in terms of the importing countries' own currency (including exports to the United States invoiced in US dollars), 16 per cent were invoiced in US dollars and 1 per cent in other foreign currency.

The results in terms of export markets are given in table 1, in terms of commodity groupings in table 2 and in terms of size of exporter and size of transaction in table 3. The US dollar continues to maintain its position as a major foreign invoicing currency although its importance has slightly declined compared to previous surveys, especially in the markets of North America and oil exporting countries. Invoicing in western European currencies to markets in western Europe also continues to be a widespread practice. The results in terms of commodity groupings are probably more a reflection of the market pattern of exports than of significance in their own right. The findings of the previous surveys regarding invoicing practices by size of exporter and size of transaction are confirmed by the latest survey, namely the more widespread use of foreign currency invoicing by large exporters and for higher value transactions though there has been some decline in these proportions.

Table 1 UK exports: invoicing currency analysis by area — **Percentage by value**

1 Shipments in April 1978
2 Shipments in November 1977
3 Shipments in May 1977

	Western Europe	Oil exporting countries	North America	Rest of world: Total	Rest of world: Other developed countries	Total all countries
Invoiced in own currency						
1	**12**	**1**		**1**	**4**	**12** [1]
2	12	3		4	12	12 [1]
3	16	4	**50**	1	1	15 [1]
			57			
Invoiced in US dollars			45			
1	**21**	**10**		**12**	**13**	**16**
2	22	13		16	11	17
3	18	18		11	11	14
Invoiced in other foreign currencies						
1	**2**	**0**	**—**	**1**	**1**	**1**
2	2	1	0	1	0	2
3	2	0	0	1	—	1
Invoiced in sterling						
1	**65**	**89**	**50**	**86**	**82**	**71**
2	64	83	43	79	77	69
3	64	78	55	87	88	70

[1] *Includes exports to USA invoiced in US dollars.*
— No trade.
0 Trade of less than 0.5 per cent of area total.

Table 2 UK exports: invoicing analysis by commodity group
Foreign currency invoicing proportion: percentage by value

	Shipments in: Apr 1978	Nov 1977	May 1977
Food, beverages and tobacco	16	22	22
Fuels and basic materials	48	67	58
Chemicals	58	41	48
Textiles	21	22	23
Metals and articles of metal	30	20	41
Electrical machinery, apparatus and appliances	16	24	20
Other machinery	15	19	11
Transport equipment	15	8	11
Other manufactured goods	38	53	44
Total	29	31	30

Table 3 UK exports: invoicing currency analysis by a size of exporter, b size of transaction
Foreign currency invoicing proportion: percentage by value

	Shipments in: Apr 1978	Nov 1977	May 1977
a By size of exporter			
Small exporters	26	24	27
Large exporters	39	50	40
Total	29	31	30
b By size of transaction			
Up to £2 500	16	18	18
Over £2 500 and up to £10 000	23	27	24
Over £10 000 and up to £250 000	25	23	28
over £250 000	47	52	45
Total	29	31	30

Inquiries: Department of Trade, Room 282, 1 Victoria Street, London SW1H 0ET, tel. 01-215 3445.

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Overseas royalties and similar transactions in 1977

This article presents figures of overseas royalty transactions in 1977, obtained from the Department of Trade's overseas transactions inquiry for that year. Transactions covered include royalties, licences, patents, trade marks, designs, copyrights, manufacturing rights and the like. More detailed figures from the inquiry will appear in Business Monitor M 4. Overseas Transactions 1977, due to be published later this year. Copies of this monitor may be obtained by standing order from Her Majesty's Stationery Office. Additional or separate copies are obtainable from the Librarian, Business Statistics Office, Cardiff Road, Newport, Gwent NPT 1XG.

The inquiry into overseas royalties and similar transactions for 1977 was similar in scope to previous inquiries, the results of which have been published in a series of articles in the *Board of Trade Journal* and in *Trade and Industry*, the last of which in respect of 1976, appeared in *Trade and Industry*, 14 July 1978. The primary object of the inquiries is to measure the effect of royalties and similar transactions on the UK balance of payments, where they are included in the category 'other services' in the invisible account (see United Kingdom Balance of Payments 1967–77, table 3.9). Transactions relating to film and television rights, which are the subject of a separate inquiry, are not covered in this article, but a full account of the effects of transactions relating to cinematograph film and television material on the balance of payments for 1977 and earlier years was given in *Trade and Industry*, 25 August 1978.

Nearly 1200 returns were received in respect of royalties and similar transactions. These returns were made by firms co-operating in the overseas transactions inquiry, though not all firms approached provided information. In addition, a large number of firms and individuals receiving or making small payments for royalties (particularly for printed matter, performing rights, etc) were not approached.

Estimates for all firms in table 1 include an allowance for transactions of non-responding and exempt firms, based on returns to previous inquiries and assumptions that the experience of small firms outside the inquiry would resemble that of similar firms in the inquiry. It is estimated that firms responding in full to the inquiry accounted for about 70 per cent of total receipts and about 80 per cent of total payments. As it is not possible to allocate the non-response by country or industry, the more detailed tables in the article are based solely on returns received in the inquiry. For these reasons the estimates given in table 1 which are shown to the nearest £0.1 million are not necessarily accurate to that degree.

The net overseas earnings from royalties and similar transactions in 1977 by UK companies other than oil companies were £95 million, a further small increase on the high level in 1976 when the net earnings were £91 million, almost double their previous peak. Total receipts from overseas in 1977 rose by nearly 9½ per cent to £423 million, compared with an increase of over 40 per cent in 1976, while total overseas expenditure on royalties rose by 11 per cent in 1977 to £328 million against an increase of 24 per cent in 1976. The appreciation of sterling against other currencies in 1977 may have depressed the sterling value of both payments and receipts in 1977, while the depreciation of sterling in 1976 may have increased the sterling values in 1976.

Unrelated concerns

Transactions with unrelated concerns in recent years have generally accounted for around 70 per cent of receipts from overseas, but for less than 40 per cent of expenditure. Transactions with related overseas concerns, that is overseas parent, subsidiary and associated companies and overseas branches were responsible for the remainder. Payments to related concerns usually exceed receipts, and in 1977 the net deficit rose £20 million to £87 million. This deficit, as in previous years, was more than offset by the surplus on royalty transactions with unrelated overseas concerns; in 1977 this surplus rose by £24 million to £182 million. The bulk of receipts and payments are

Table 1 Overseas royalties and similar transactions Estimates for all business (excluding oil companies) 1967-77 £ million

	1967	1968	1969	1970	1971	1972	1973	1974	1975	1976	1977
Transactions with all overseas concerns											
Receipts											
On printed matter, sound recordings or performing rights	15.0	21.0	25.5	28.1	29.2	30.9	34.4	46.6	52.6	54.2	61.1
Technological and mineral	66.5	88.2	91.4	114.0	117.8	135.3	167.1	198.7	221.8	332.8	362.2
Total	81.5	109.2	116.9	142.1	147.0	166.2	201.5	245.3	274.4	387.0	423.3
Expenditure											
On printed matter, sound recordings or performing rights	7.2	10.2	11.5	11.7	12.9	15.2	17.1	22.1	20.5	31.7	31.8
Technological and mineral	63.2	81.5	93.3	106.4	110.3	122.6	142.7	176.7	217.9	264.3	296.5
Total	70.4	91.7	104.8	118.1	123.2	137.8	159.8	198.8	238.3	296.0	328.2
Balance of receipts over expenditure											
On printed matter, sound recordings or performing rights	7.8	10.8	14.0	16.4	16.3	15.7	17.3	24.5	32.1	22.5	29.4
Technoligical and mineral	3.3	6.7	−1.9	7.6	7.5	12.7	24.4	22.0	3.9	68.5	65.7
Total	11.1	17.5	12.1	24.0	23.8	28.4	41.7	46.5	36.0	91.0	95.1
Transactions with related concerns											
Receipts											
On printed matter, sound recordings or performing rights	3.9	4.6	6.0	6.5	6.4	6.5	7.3	12.4	16.2	17.3	19.3
Technological and mineral	23.5	28.1	32.8	37.9	37.0	41.7	51.9	64.4	70.6	95.6	107.7
Total	27.4	32.7	38.8	44.4	43.4	48.2	59.2	76.3	86.9	112.9	127.0
Expenditure											
On printed matter, sound recordings or performing rights	2.2	3.8	4.5	4.5	5.3	5.9	7.9	9.8	8.9	11.3	10.8
Technological and mineral	36.7	46.4	55.4	62.9	64.7	72.5	86.0	110.8	141.9	168.6	203.4
Total	38.9	50.2	59.9	67.4	70.0	78.4	93.9	120.6	150.8	179.9	214.1
Balance of receipts over expenditure											
On printed matter, sound recordings or performing rights	1.7	0.8	1.5	2.0	1.1	0.6	−0.6	2.6	7.3	6.0	8.6
Technological and mineral	−13.2	−18.3	−22.6	−25.0	−27.7	−30.8	−34.1	−46.4	−71.3	−73.0	−95.7
Total	−11.5	−17.5	−21.1	−23.0	−26.6	−30.2	−34.7	−43.8	−64.0	−67.0	−87.1
Transactions with unrelated concerns											
Receipts											
On printed matter, sound recordings or performing rights	11.1	16.4	19.5	21.6	22.8	24.4	27.1	34.2	36.3	36.9	41.8
Technological and mineral	43.0	60.1	58.6	76.1	80.8	93.6	115.2	134.3	151.2	237.2	254.5
Total	54.1	76.5	78.1	97.7	103.6	118.0	142.3	168.5	187.5	274.1	296.3
Expenditure											
On printed matter, sound recordings or performing rights	5.0	6.4	7.0	7.2	7.6	9.3	9.2	12.4	11.5	20.4	21.0
Technological and mineral	26.5	35.1	37.9	43.5	45.6	50.1	56.7	65.8	76.0	95.7	93.1
Total	31.5	41.5	44.9	50.7	53.2	59.4	65.9	78.2	87.5	116.1	114.1
Balance or receipts over expenditure											
On printed matter, sound recordings or performing rights	6.1	10.0	12.5	14.4	15.2	15.1	17.9	21.8	24.8	16.5	20.8
Technological and mineral	16.5	25.0	20.7	32.6	35.2	43.5	58.5	68.5	75.2	141.5	161.4
Total	22.6	35.0	33.2	47.0	50.4	58.6	76.4	90.3	100.0	158.0	182.2

Table 2 Overseas royalties and similar transactions
(excluding oil, banks and insurance companies)
Receipts from overseas analysed by country and type of receipt, 1977
(Summary of returns received) £ million

Area or country	Total receipts	Total receipts of which: from related concerns	Total receipts of which: from unrelated concerns	Total receipts of which: Printed etc royalties	Total receipts of which: Techno-logical and mineral royalties
Western Europe	78.99	33.28	45.71	15.34	63.65
EEC	58.27	25.39	32.88	12.96	45.31
EFTA	11.04	4.83	6.21	1.70	9 35
Other Western Europe	9.68	3.06	6.62	0.69	9.00
North America	81.18	29.91	51.27	15.11	66.07
Other Developed Countries	65.03	35.91	29.12	6.91	58.12
Rest of the World	69.51	19.87	49.65	6.22	63.30
Africa	6.44	4.37	2.08	0.40	6.05
Asia	28.03	10.05	17.98	0.66	27.37
Caribbean, Central and Southern America	8.29	4.46	3.83	0.77	7.52
Other	4.77	..	..	0.59	4.17
Unallocated by country	21.98	0.95	21.03	3.80	18.19
Total of returns received	294.72	118.97	175.75	43.58	251.14

Table 3 Overseas royalties and similar transactions
(excluding oil, banks and insurance companies)
Overseas expenditure analysed by country and type of payment, 1977
(Summary of returns received) £ million

Area or country	Total payments	Total payments of which to: Related concerns	Total payments of which to: Unrelated concerns	Total payments of which: Printed etc royalties	Total payments of which: Techno-logical and mineral royalties
Western Europe	52.89	22.38	30.52	4.75	48.15
EEC	30.67	12.35	18.33	3.78	26.90
EFTA	21.77	10.00	11.76	0.75	21.02
Other Western Europe	0.45	0.03	0.43	0.22	0.23
North America	192.15	156.61	35.53	13.22	178.93
Other Developed Countries	1.80	0.52	1.28	0.33	1.47
Rest of the World	11.15	0.86	10.29	5.54	5.61
Africa	0.16	—	0.16	0.15	0.01
Asia	0.37	0.29	0.08	0.29	0.08
Caribbean, Central and Southern America	0.58	0.35	0.23	0.41	0.17
Other	0.27	..	..	0.17	0.10
Unallocated by country	9.77	..	..	4.52	5.25
Total of returns received	257.99	180.37	77.62	23.83	234.16

accounted for by technological royalties; artistic royalties, that is for printed matter, sound recordings, performing rights, etc, accounted for only 14 per cent of receipts in 1977 and 10 per cent of payments.

Analysis by area and industry for returns received

No estimates are made for total receipts from or total payments to individual countries, but tables 2 and 3 show the geographical spread for returns received to the inquiry. Companies responding to the inquiry for 1977 accounted for overall about 70 per cent of total receipts from all countries and about 80 per cent of total payments to all countries though within this the coverage for individual countries probably varied considerably, being in some cases greater than for the overall total and in others less.

The geographical spread of receipts in 1977, as in previous years, was greater than for payment. Around three-quarters of the receipts of concerns reporting to the inquiry came from developed countries and this was spread more or less equally between the three main developed areas of western Europe, north America and other developed countries. The geographical spread of receipts between related and unrelated overseas concerns was very similar, except that developed countries were slightly more important for related concerns. In terms of the type of royalties, a slightly higher proportion of receipt from artistic royalties came from developed countries than for technological royalties, some 85 per cent compared with just under 75 per cent.

Payments are made almost exclusively to north America and western Europe. These two accounted for around 75 per cent and 20 per cent respectively of total payments of concerns reporting to the inquiry for 1977, much the same as in previous years. Within the total 99 per cent of related payments went to concerns in these two areas, with over 85 per cent going to north America. For unrelated concerns only some 45 per cent of payments went to north America but 40 per cent went to western Europe. Nearly a quarter of payments on artistic royalties were to developing countries, but only 2½ per cent of technological payments.

Virtually all the payments to north America are made to the United States and table 4 shows that royalty payments to the United States greatly exceeded receipts from them, but that this deficit was more than offset by net earnings from the rest of the world. Table 5 gives some indication of the industrial activity of UK concerns paying and receiving royalties in 1977. Manufacturing concerns accounted for 83 per cent of royalty receipts and 94 per cent of payments by concerns reporting to the inquiry. The main industries involved were chemicals, mechanical and instrument engineering, and electrical engineering. UK manufacturing firms accounted for 97 per cent of both total receipts and payments of transactions with related concerns overseas whereas they accounted for only 74 per cent of receipts from and 86 per cent of payments to unrelated concerns overseas.

Notes and definitions

Definition of royalties. These cover amounts payable to or receivable from related and unrelated concerns overseas on current or capital account, after deduction where appropriate of UK or overseas tax, for artistic royalties – that is on printed matter, sound recordings or preforming rights – and for technological and mineral royalties – these include patents, licences, trade marks, designs, copyrights, mining and quarrying mineral rights, manufacturing rights, use of technical 'know-how' and technical assistance.

Amounts payable to agents for charges (less discounts) for services rendered in connection with royalties and similar transactions have been included, as have agency earnings of UK concerns and lump sum settlements, but sales commissions and registration fees on patents held by UK concerns have not been included.

Table 4 Overseas royalties and similar transactions (excluding oil, banks and insurance companies) Receipts and expenditure analysed by broad area, 1977
(Summary of returns received) £ million

	United Kingdom transactions with: United States	Western Europe	Rest of world	Total
Net Royalty etc, Receipts	−119.09	26.10	129.72	36.73
Net Receipts analysed by concern:				
Receipts				
Related concerns	23.49	33.28	62.20	118.97
Unrelated concerns	48.89	45.71	81.15	175.75
Total	72.38	78.99	143.35	294.72
Payments				
Related concerns	..	22.38	..	180.37
Unrelated concerns	..	30.52	..	77.62
Total	191.48	52.89	13.63	257.99
Net receipts analysed by type				
Receipts				
Printed etc. Royalties	12.11	15.34	16.13	43.58
Technological	60.27	63.65	127.22	251.14
Total	72.38	78.99	143.35	294.72
Payments				
Printed etc. Royalties	12.78	4.75	6.30	23.83
Technological	178.69	48.15	7.32	231.16
Total	191.48	52.89	13.63	257.99

These figures do not include royalties, etc, that are included in the recorded value of UK imports and exports, eg where charges for royalties, etc, are incorporated in the contract price of capital goods, and cannot be separately distinguished. This omission is probably most important in respect of large contracts made by individual firms or consortia for the erection of complete plants, where the knowledge of how to operate them is an integral part of the contract.

Also these figures do not include any royalties, etc, which are included indistinguishably in the profits earned by overseas affiliates – that is overseas branches, subsidiaries

and associates – of UK companies or by UK affiliates of overseas companies. A study of the effects of knowledge sharing between United Kingdom companies and related overseas concerns, and how far the benefits to overseas affiliates are reflected in direct investment earnings rather than explicitly as royalty payments, is contained in 'Effects of United Kingdom Direct Investment Overseas', final report, by W. B. Reddaway, in collaboration with S. J. Potter and C. T. Taylor (Cambridge University Press, 1968).

Period covered by returns. Companies were asked to make returns for the calendar year or their nearest accounting year.

Related concerns. These are overseas parent companies, overseas branches, overseas subsidiaries, or overseas associates of the reporting concern. Unrelated companies are any other overseas concerns with which the reporting concern has royalty transactions.

Industrial classification. Companies are classified by their main UK activity, but this may not necessarily reflect the industrial activity to which the transactions relate.

Coverage. The statistics relate to the UK which is defined as Great Britain, Northern Ireland, the Isle of Man and the Channel Islands.

Inquiries: 01-215 3409.

Patents recorded 'licences of right'

Under section 46 of the Patents Act 1977 the register was noted 'licences of right' in respect of the following patents on the dates specified:

17 May 1979
1208275 Chrysler United Kingdom Ltd
Improvemtnts in or relating to vehicles
1211229 Chrysler United Kingdom Ltd
Improvements in or relating to raising and lowering regulators
1227334 Chrysler United Kingdom Ltd
Improvements in or relating to vehicle heater units
1269055 Chrysler United Kingdom Ltd
Improvements in or relating to hydraulic dampers
1319954 Chrysler United Kingdom Ltd
Improvements in or relating to pressure difference responsive electric switches
1353738 Chrysler United Kingdom Ltd
Improvements in or relating to vehicle bodies
1458099 Chrysler United Kingdom Ltd
Improvements in or relating to seats
1470976 Chrysler United Kingdom Ltd
A combined steering column lock and fuel supply control for a motor vehicle
1474023 Chrysler United Kingdom Ltd
A combined steering lock and fuel supply control assembly for a motor vehicle
1506527 Chrysler United Kingdom Ltd
Wheel suspension for motor vehicles
1509297 Chrysler United Kingdom Ltd
Apparatus for controlling a gear box
1535074 Chrysler United Kingdom Ltd
Leak detector
1187812 Societe Anonyme Automobiles Citroen
Improvements in apparatus for the hydrostatic transmission of mechanical torque
1503956 Societe Anonyme Automobiles Citroen
A structure comprising a vertebral column for an anthropomorphous dummy
1199399 Matsushita Electronics Corporation
Improvements in or relating to the manufacture of semiconductors
1387801 Squadron Leader Peter Neville Speed AFC
A multi purpose bandage
1482238 Chinoin Gyogyszer es Vegyeszeti Termekek RT
Improvements in Isoflavone derivatives
1483756 Lambert Howarth and Sons Limited
Improvements in the manufacture of veldt shoes
1508311 Agfa-Gevaert
Improvements relating to the fixing of toner images
1526072 Ali Bindernagel
Process for producing pipe blooms

Any person who claims that the proprietor of the patent is, and was at the time of entry, precluded by a contract in which the claimant is interested from granting licences under the patent may, within three months after the making of the relevant entry, apply to the Comptroller on patents form 31/77 for cancellation of the entry.

I. J. G. Davis, Comptroller

ICI silencer for Brazilian blast furnace plant

A special silencer to reduce noise from a blast furnace septum valve in Brazil has been designed and supplied by ICI Acoustics on Teesside. Weighing 30 tonnes and measuring eight metres long by four metres in diameter it was manufactured by W Cockburn and Co of Stockton-on-Tees. Made of carbon steel to withstand high temperature and corrosive conditions, the device is pictured on arrival at Teesport for shipping to South America.

Made-up clothing: orders and deliveries in February

In the three months ended February 1979, deliveries by the clothing industry were provisionally estimated to have been 2 per cent lower than in the preceding three months while net new orders were 6 per cent higher. Orders-on-hand at the end of February 1979 were 1 per cent higher than the end November 1978. (These comparisons are based on the seasonally adjusted series in the accompanying table.)

In using the index numbers shown in the table, it should be borne in mind that, when price increases are large, the various problems associated with constructing a constant value series become more acute. Because of these difficulties the relative accuracy of the estimates is likely to have been reduced in recent years.

All indices have been rebased from 1970 = 100 to 1975 = 100.

Inquiries: Department of Industry, Room 524, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG, tel. 01-212 0116.

Made-up clothing
Index numbers of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1974 = 100		Average 1975 Deliveries = 100		Average 1975 Deliveries = 100	
1973	110		108		102	
1974	100		100		100	
1975	98		103		100	
1976	92		102		98	
1977	96		107		104	
1978	102		109		106	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1975						
1st qtr	112	116	103	109	103	106
2nd	115	106	116	105	100	100
3rd	88	95	83	97	97	97
4th	98	97	110	102	100	98
1976						
1st qtr	90	93	96	97	99	98
2nd	114	104	113	105	96	99
3rd	87	93	87	102	98	97
4th	92	91	110	102	101	98
1977						
1st qtr	101	105	110	110	105	104
2nd	108	99	107	99	100	104
3rd	91	97	97	111	104	103
4th	96	94	113	107	107	106
1978						
1st qtr	92	95	104	107	103	104
2nd	113	102	117	106	103	106
3rd	101	107	95	110	108	108
4th	103	106	119	116	111	110
1977						
Jan	99	102	98	113	93	104
Feb	98	103	110	106	111	105
Mar	101	105	121	110	111	102
Apr	106	104	115	105	100	104
May	113	100	118	89	101	102
Jun	108	99	87	104	99	107
Jul	97	96	94	119	105	105
Aug	91	96	82	109	93	102
Sep	91	97	116	105	115	101
Oct	91	95	126	98	123	104
Nov	95	94	116	97	107	101
Dec	96	94	97	126	91	112
1978						
Jan	93	95	88	103	91	101
Feb	90	94	108	106	110	103
Mar	93	95	115	112	108	107
Apr	106	102	134	110	112	106
May	119	103	125	106	96	107
Jun	113	102	88	101	102	105
Jul	106	106	93	113	110	111
Aug	99	107	76	106	94	105
Sep	98	107	117	112	119	108
Oct p	101	107	131	105	122	104
Nov p	104	105	130	114	118	113
Dec p	105	106	97	129	94	113
1979						
Jan p	105	108	93	108	89	98
Feb p	105	109	115	114	114	107

p Provisional.

Hosiery and other knitted goods: index of production in March

In the three months ended March 1979 the volume of production of hosiery and other knitted goods (including knitted fabrics), seasonally adjusted, was provisionally estimated to have been 7 per cent lower than in the three months ended March 1978.

In using the index numbers shown in the table, it should be borne in mind that, when price increases are large, the various problems associated with constructing a constant value series become more acute. Because of these difficulties the relative accuracy of the estimates is likely to have been reduced in recent years. The actual figures allow for differences in the length of calendar months, but not for other seasonal variations.

Inquiries: 01-212 0017 or 01-212 6474.

Hosiery and other knitted goods, including warp knitting 1975 = 100

1973	105
1974	103
1975	100
1976	106
1977	106
1978 p	104

	Actual	Seasonally adjusted
1977		
1st qtr	97	108
2nd	98	104
3rd	108	107
4th	121	105
1978		
1st qtr	93	105
2nd	99	104
3rd	108	106
4th p	115	100
1979		
1st qtr	88	98
1978		
Jan	88	104
Feb	100	106
Mar	92	105
1978		
April	101	107
May	93	103
June	103	104
July	94	101
Aug	108	112
Sep	120	105
Oct p	129	101
Nov p	126	102
Dec p	92	97
1979		
Jan p	80	95
Feb p	92	98
Mar p	92	101

p Provisional.

Production of man-made fibres in March

In the three months ended March 1979 the volume of production of man-made fibres, seasonally adjusted was estimated to have been 13 per cent lower than in the three months ended December 1978. Total production by weight of man-made fibres in March 1979 was no less than in March 1978, output of continuous filament decreased by 6 per cent and staple fibre decreased by 10 per cent.
Inquiries: 01-212 0017 or 01-212 6474.

Man-made fibre production

Thousand metric tonnes

	Total	Continuous filament (singles)	Staple fibre
1968	539.1	241.8	297.4
1969	553.9	252.5	301.5
1970	599.4	257.6	341.9
1971	613.1	276.4	336.7
1972	626.5	264.0	362.5
1973	730.8	305.6	425.3
1974	627.6	271.0	356.6
1975	562.5	246.5	316.0
1976	618.4	270.7	347.7
1977	551.8	239.3	312.5
1978	607.2	240.6	366.6
1976			
1st qtr	159.8	70.0	89.8
2nd	157.5	69.7	87.7
3rd	140.4	62.4	78.0
4th	160.7	68.6	92.1
1977			
1st qtr	154.9	67.2	87.7
2nd	150.8	63.9	86.8
3rd	131.0	55.2	75.8
4th	115.1	53.0	62.1
1978			
1st qtr	150.1	60.6	89.5
2nd	156.2	62.2	94.0
3rd	141.6	56.8	84.8
4th	159.3	61.0	98.3
1979			
1st qtr	147.9	58.0	89.9
1978			
January	44.2	19.1	25.1
February	47.6	19.0	28.7
March	58.2	22.5	35.7
April	48.3	19.1	29.2
May	58.5	22.7	35.8
June	49.3	20.3	29.0
July	45.9	18.8	27.1
August	48.2	19.3	28.9
September	47.5	18.7	28.8
October	57.2	21.1	36.1
November	54.3	22.3	32.0
December	47.9	17.7	30.2
1979			
January	47.1	19.3	27.8
February	47.7	17.6	30.1
March	53.1	21.1	32.0

Source: Production stats: Man-made Fibres Producers Committee. Index of production: Department of Industry.

Index of the volume of production 1975 = 100

	Actual	Seasonally adjusted
1973	129	
1974	111	
1975	100	
1976	110	
1977	98	
1978	105	
1977		
1st qtr	111	107
2nd	107	102
3rd	91	97
4th	82	85
1978		
1st qtr	106	100
2nd	108	104
3rd	97	104
4th	109	112
1979		
1st qtr	103	97
1978		
Jan	92	94
Feb	107	99
Mar	117	106
April	102	99
May	118	116
June	106	98
July	94	96
Aug	97	115
Sept	100	99
Oct	114	113
Nov	116	114
Dec	96	109
1979		
Jan	97	100
Feb	104	96
Mar	108	97

Particulars of dealers in securities and of unit trusts

The following changes have taken place in parts 1, 4 and 5 of the 1979 edition of 'Particulars of dealers in securities and of unit trusts' published in May under the Prevention of Fraud (Investment) Act 1958.

Part 1 Holders of principal's licences

Name	Nationality or country of incorporation	Address
Additions		
Murray Johnstone Unit Trust Management Ltd	Great Britain	163 Hope Street, Glasgow G2 2UH
Euromart Securities Ltd	Great Britain	Clement House, 99 Aldwych, London WC2B 4JY
Thompson Clive Finance Ltd	Great Britain	24 Old Bond Street, London W1X 3DA
Manchester Securities Ltd	Great Britain	Atlas House, 98 King Street, Manchester M60 2HA
Whittingdale Ltd	Great Britain	128/9 Cheapside, London EC2V 6BT
Trimshire Ltd	Great Britain	64 Bramhall Lane South, Bramhall, Cheshire
Deltec (UK) Ltd	Great Britain	11 Copthall Avenue, London EC2R 7LU
Lombard-Wall International Ltd	Great Britain	50 Gresham Street London EC2V 7AY
Deletions		
P. J. Kennett and Co Ltd		
National Union Bank of Bahamas (Holdings) Ltd		
Rathbone Brothers and Co (Anthony Woodward Furse, John Roland Leigh, Bertram Lyle Rathbone, Sebastian David Rathbone)		
W.A.F. Consulting Ltd		
Kirkland-Whittaker (Securities) Ltd		
Scottish Heritable Securities Ltd		
Hindley Securities Ltd		
Change of address		**To**
Mathercourt Securities Ltd		Leith House, 47-57 Gresham Street, London EC2V 7EJ
Schlesinger Investment Management Services Ltd		16 Hans Road, London SW3 1RS
The Royal Trust Company of Canada Fund Management Ltd		Royal Trust House, 48/50 Cannon Street, London EC4N 6LD
Gerrard International Ltd		80 Cannon Street, London EC4N 6LJ
Professional Portfolio Planning Ltd		64 Cannon Street, London EC4
Fidelity Management & Research (UK) Ltd		Buckingham House, 62/63 Queen Street, London EC4R 1AD
Change of name		**To**
Dai-Ichi Kangyo Paribas Ltd		Dai-Ichi Kangyo International Ltd
London Mercantile Securities Ltd		Langomere Securities Ltd
Professional Portfolio Planning Ltd		Talisman Portfolio Management Ltd

Part 4 Exempted dealers including Trustee Savings Banks

Additions	**Address**
Banque Canadienne Nationale	Portland House, 72/73 Basinghall Street, London EC2V 5AJ
Barclays Bank International Ltd	54 Lombard Street, London EC3P 3AH
The Taiyo Kobe Bank, Ltd	92 Cheapside, London EC2V 6EA
Change of address	**To**
Seton Trust Ltd	Suite 27, First Floor, Ludgate House, 110 Fleet Street, London EC4
Change of name	**To**
Westminster Foreign Bank Ltd	International Westminster Bank Ltd

Economic Trends

A monthly journal, compiled by the Central Statistical Office, for those who want to follow the main trends of the economic situation in the United Kingdom. It brings together the main statistical series of employment, output, consumption, trade and finance, and each issue contains special feature articles on some aspect of the statistics.

Price £2.10. Annual subscription including annual supplement and postage £31.41. From HMSO, PO Box 569, London SE1 9NH.

ISSN 0013-0400

Group and/or name and address of management company	Scheme	Trustee
Additions		
Allen Harvey and Ross Unit Trust Managers Ltd, 45 Cornhill, London EC3V 3BP	Allen Harvey and Ross Gilt and Preference Unit Trust	The Governor and Company of the Bank of Scotland, The Mound, Edinburgh EH1 1YZ
Chieftain Trust Managers Ltd Chieftain House, 11 New Street, London EC2M 4TP	Chieftain Preference & Gilts Trust	Midland Bank Trust Co Ltd, 27-32 Poultry, London EC2P 2BX
Cosmopolitan Fund Managers Ltd 56 Copthall Avenue, London EC2R 7JX	Cosmopolitan Overseas Fund	Midland Bank Trust Co Ltd 27-32 Poultry, London EC2P 2BX
Craigmount Unit Trust Management Ltd 6th Floor, St Martin's House, 16 St Martin's-le-Grand, London EC1A 4EP	Craigmount Canadian Trust	The Governor and Company of the Bank of Scotland The Mound Edinburgh EH1 1YZ
	Craigmount Canadian Exempt Trust	The Governor and Company of the Bank of Scotland, The Mound, Edinburgh EH1 1YZ
	Craigmount Recovery Trust	The Governor and Company of the Bank of Scotland, The Mound, Edinburgh EH1 1YZ
Intel Fund (Management) Ltd 15 Christopher Street, London EC2B 2PE	Intel Pacific Fund	Coutts and Co 15 Lombard Street, London EC3V 9AV
J. Henry Schroder Wagg & Co Ltd 120 Cheapside, London EC2V 6DS	Schroder Smaller Companies Fund	Lloyds Bank Ltd 71 Lombard Street, London EC3P 3BS
Stratton Trust Managers Ltd 8 Bishopsgate, London EC2N 4AE	Stratton Smaller Companies Exempt Fund	Williams and Glyn's Bank Ltd 20 Birchin Lane, London EC3P 3DP
Tower Unit Trust Management Ltd City Gate House, 39/45 Finsbury Square, London EC2A 1PX	Tower Income and Growth Trust	Lloyds Bank Ltd 71 Lombard Street, London EC3P 3BS
Changes		
Delete		
Rothschild and Lowndes Management Ltd	New Court Exempt Trust	National Westminster Bank Ltd 41 Lothbury, London EC2P 2PB
And replace by		
Hill Samuel Unit Trust Managers Ltd 100 Wood Street, London EC2P 2AJ	Hill Samuel General Exempt Trust	Midland Bank Trust Co Ltd 27/32 Poultry, London EC2P 2BX
Delete		**And replace by**
The Royal Bank of Canada Trust Corporation Limited		The Royal Bank of Canada (London) Ltd
The following change has taken place in the entry for N. M. Rothschild Asset Management Ltd in the Trustee column against 'New Court Exempt Equity Fund'		The following change has taken place in the entry for Equitas Securities Ltd in the management company column against 'Equitas Progressive Trust'
Delete		**Delete**
Williams and Glyn's Bank Ltd 20 Birchin Lane, London EC3P 3DP		Equitas Securities Ltd 13 Fenchurch Avenue London EC3M 5BT
And replace by		**And replace by**
National Westminster Bank 41 Lothbury London EC2P 2BP		Abbey Unit Trust Managers Ltd 1-3 St Paul's Churchyard, London EC4M 8AR

MISCELLANEOUS SERIES
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MQ 7	Acquisitions and mergers of Industrial and Commercial companies for first quarter 1979
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SDQ 7	Assets and liabilities of finance houses for fourth quarter 1978

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SDM 2	Clothing and footwear shops for March 1979
SDM 3	Durable goods shops for March 1979
SDM 4	Miscellaneous non-food shops for March 1979
SDM 8	Instalment credit business of retailers for February 1979

1976 Report on the Census of Production (price including postage shown in brackets).

PA 211	Grain milling (67p)
PA 217	Cocoa, chocolate and sugar confectionery (67p)
PA 362	Insulated wires and cables (67p)
PA 364	Radio and electronic components (67p)
PA 369.1	Electronic equipment for motor vehicles, cycles and aircraft (67p)
PA 381.1	Motor vehicle manufacturing (67p)
PA 395	Cans and metal boxes (67p)
PA 431	Leather (tanning and dressing) and fellmongery (67p)
PA 449.2	Gloves (67p)
PA 462	Pottery (67p)
PA 469.1	Abrasives (67p)
PA 483	Manufactured stationery (67p)
PA 484.2	Miscellaneous manufactures of paper and board (67p)
PA 602	Electricity (67p)

PRODUCTION SERIES
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PQ 273	Toilet preparations for fourth quarter 1978
PQ 276.1	Synthetic resins and plastics materials for fourth quarter 1978
PQ 341.5	Industrial (including process) plant and steelwork for fourth quarter 1978
PQ 414	Woollen and worsted for fourth quarter 1978

1976 Report on the Census of Production (price including postage shown in brackets)

PA 261	Coke ovens and manufactured fuel (67p)
PA 274	Paint (67p)
PA 331	Agricultural machinery (except tractors) (67p)
PA 338	Office machinery (67p)
PA 354	Scientific and industrial instruments and systems (67p)
PA 365.1	Gramaphone records and tape recordings (67p)
PA 380	Wheeled tractor manufacturing (67p)
PA 391	Hand tools and implements (67p)
PA 413	Weaving of cotton, linen and man-made fibres (67p)
PA 429.1	Asbestos (67p)
PA 445	Dresses, lingerie, infants' wear, etc (67p)
PA 446	Hats, caps and millinery (67p)
PA 481	Paper and board (67p)
PA 493	Brushes and brooms (67p)

Ordnance and small arms sales: new Business Monitor

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PQ 219	Animal and poultry foods for fourth quarter 1978
PQ 262	Mineral oil refining for third quarter 1978
PQ 271	General chemicals for fourth quarter 1978
PQ 361.4	Constructional steelwork for fourth quarter 1978
PQ 342	Ordinance and small arms for first and third quarters 1978
PQ 349.2	Precision chains and other mechanical engineering products for fourth quarter 1978
PQ 363	Telegraph and telephone apparatus and equipment for fourth quarter 1978
PQ 370	Ship and boat building, repairing and marine engineering for fourth quarter 1978
PQ 383	Aerospace products for fourth quarter 1978
PQ 393	Bolts, nuts, screws, rivets, etc for fourth quarter 1978
PQ 419	Carpets for fourth quarter 1978
PQ 431	Leather (tanning and dressing) and fellmongery for fourth quarter 1978
PQ 433	Fur for fourth quarter 1978
PQ 444	Overalls and mens' shirts, underwear etc for fourth quarter 1978
PQ 445	Womens and girls' light outerwear, lingerie, infants wear etc for fourth quarter 1978
PQ 489	General printing and publishing for fourth quarter 1978
PQ 491	Rubber manufactures for fourth quarter 1978
PQ 492	Plastics floor coverings, leathercloth, etc for fourth quarter 1978
PQ 494.1	Toys, games and children's carriages for fourth quarter 1978
PQ 603	Water supply for fourth quarter 1978

Do you use Statistics?

The Government Statistical Service (GSS) prepares a wide range of reliable and detailed figures on the United Kingdom. It is usually worth checking to see if what you want is available from them. You can see many Government statistical publications at your local public library, buy them from HMSO or refer to the comprehensive collection held at the Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4N 7HU (tel. 01-248 5757 ext. 368).

mation for 1976, 1977 and the first three quarters of 1978, on sales of products such as sporting rifles, guns, armoured fighting vehicles and other naval military and air force ordnance and small arms. Research and development work for customers including government departments is shown, as well as sales of the principal products of the industry by establishments classified to other industries.

These figures have been collected for some years for government purposes and it has been decided to publish them in accordance with the policy of the Government Statistical Service to make available as much as possible of the information it collects.

Business Monitor PQ 342, Ordnance and Small Arms is available quarterly on subscription from HMSO, PO Box 569, London SE1, £1.95 (including postage) per year.

Films Act: combination of quota periods

The Department of Trade, after consulting the Cinematograph Films Council and on the application of EMI Cinemas Ltd and of Rank Leisure Services, has issued directions under the Films Act 1960 (amended by the Films Act 1979) that for the following cinemas, the years 1979 and 1980 may be combined as a single quota period, provided that the foreign films "The Deer Hunter" and "Fantasia" are exhibited for a continuous period of at least eight weeks and one day.

Victoria 2, Cambridge: "The Deer Hunter"
Odeon, Haymarket: "Fantasia".

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 1 June 1979.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
BRITISH					
The Music Machine	BR/E 40045/2/6/84	90	29 May	Target International Pictures Ltd	Daycastle Ltd
Review No 10 (32nd year)	BR/E 40048/2/6/84	9	29 May	Data Film Distributors Ltd	The National Coal Board
The World is Full of Married Men	BR/E 40052/2/6/84	106	1 June	New Realm Distributors Ltd	Married Men Productions Ltd
Rags to Riches	BR/E 40053/2/6/84	27	1 June	Entertainment Film Distributors Ltd	Jaras Entertainments Ltd
Movietone News 2608	BR/E 39849/2/6/84	11	1 June	British Movietonews Ltd	British Movietonews Ltd
COMMUNITY					
Melody in Love	EC 40046/2/6/84	95	29 May	Inter Ocean Film Distributors Ltd	Juno Film Production GmbH, Berlin
The Main Actor	EC 40047/2/6/84	88	29 May	Osiris Films	Bioskop Film GmbH u.Co Produktionsteam K.G. Munich G.P.C. Gruppo
The Tree of Wooden Clogs	EC 40051/2/6/84	186	30 May	Curzon Film Distributors Ltd	Produzione Cinema, Milan
FOREIGN					
Dynamite Women	F 40044	88	29 May	New World Pictures Ltd	Yasny Talking Pictures-II, California
Revenge of the Dragon	F 40049	80	30 May	Eural International Film Distributors Ltd	New Line Cinema Corporation, New York
Kung Fu Killers	F 40050	80	30 May	Eural International Film Distributors Ltd	New Line Cinema Corporation, New York
The Buddy Holly Story	F 40054	110	1 June	Entertainment Film Distributors Ltd	Innovisions ECA, Los Angeles
Ecce Bombo	F 40055	103	1 June	Osiris Films	Film Alpha, Rome
Odds and Evens	F 40056	116	1 June	Columbia-EMI-Warners Distributors Ltd	Derby Cinematografica SRL, Rome

AMENDMENTS TO THE REGISTER:
The title of the film 'Two Faces of Love' BR/E39704/13/8/83 REGISTERED ON 11 August 1978 has been amended to 'Feel My Love.

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Feature

Official what's what

Second edition of the Guide to Official Statistics

The second edition of 'the official what's what', has been produced by the Central Statistical Office. That was one name given to *the Guide to Official Statistics when it first appeared in 1976.*
Now the second edition (HMSO, £8.25) offers a complete update. There is detailed information on 2500 statistical sources *covering nearly 800 topics. All official and important non-official publications offering statistics relevant to these subjects are* listed in over 400 pages.
For each topic there is a full description of all the published sources available – regular publications and special reports, articles and analyses etc with significant statistical content, going back at least a decade.
For each source identified, relevant publication details are listed in a separate bibliography.
An alphabetical index locates the occurrence of 3000 'key words' throughout the main part of the guide.
There is also a list of contact points in central government departments for further information.

Major award

The first edition of the guide became the first publication from a government department to win a coveted award from the Library Association – the Besterman medal 'for an outstanding bibliography or guide to the literature'.
Over 6000 copies were sold and it firmly established itself on library shelves all over the country as the definitive work on statistical sources.
The material for the guide is held on computer and has been updated continuously since the first edition was published – every important new publication or article of relevance fed in, described and indexed.
Thousands of separate amendments and additions have been made in maintaining this as a unique and indispensable guide for librarians, researchers and users of all kinds of official statistics. The Open University is currently considering adopting the second edition as a set book.
This major reference book is regarded as an important development in the service provided by government to potential users of its statistics. In addition it is seen as a significant contribution to the government's general aim of creating easier access to the information it produces.

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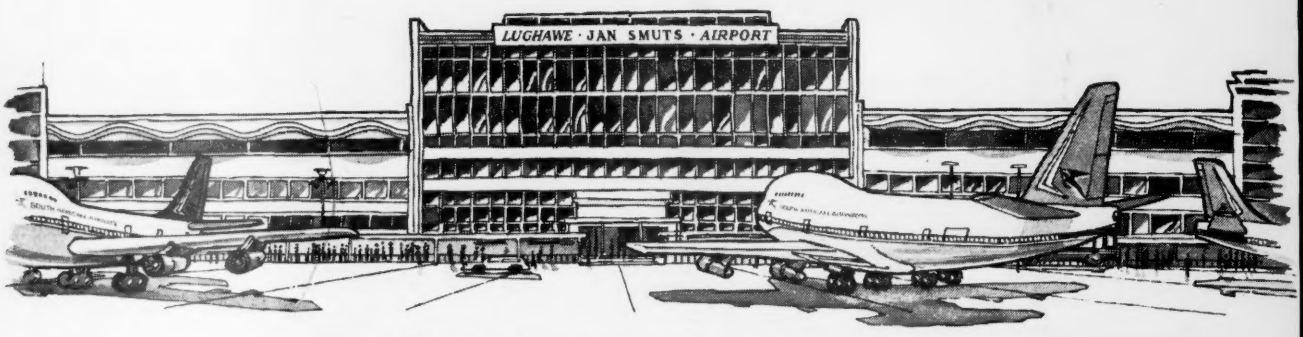

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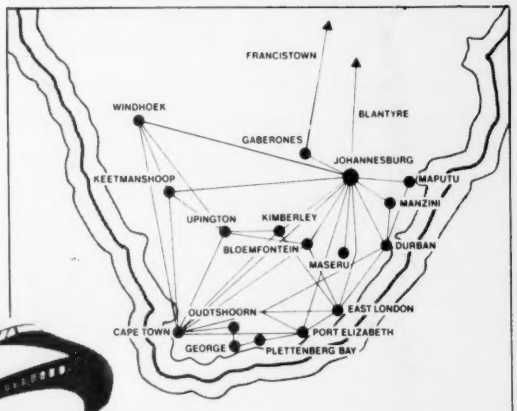

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